TRADE AND INDUSTRY

9 November 1972 Volume 9 No 6 10p

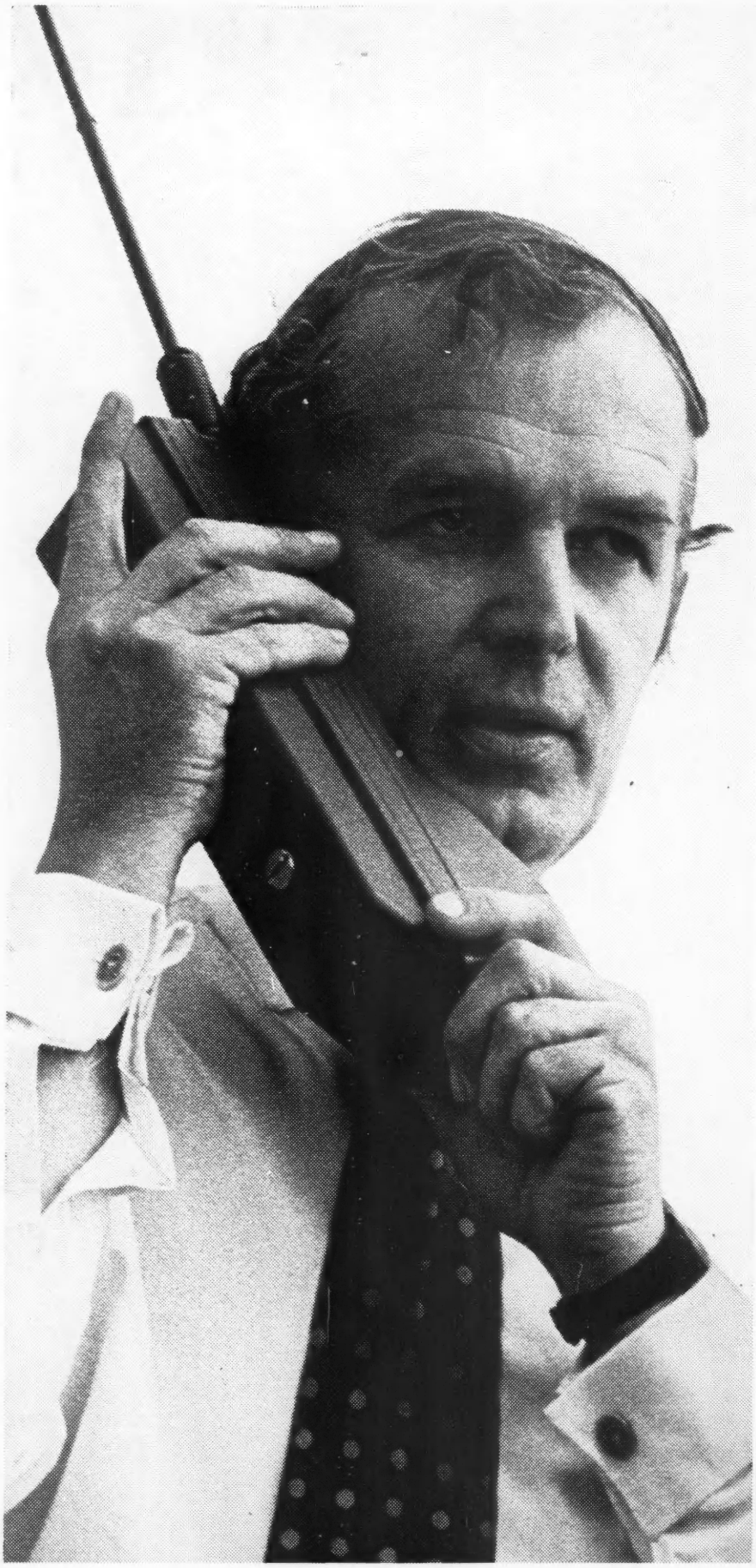
New Ministers for DTI

Aspects of US markets: the potential of the South East

Big orders and vast attendance at Hong Kong industrial exhibition

Tariffs between Norway and the UK in 1973

Retail sales and hire-purchase statistics



Who's listening? Buyers in 104 countries.

'Six years ago there was nothing to be heard. Now we have a multi-million turnover and sell to 104 countries. Mind you, I've only visited 47 of them myself.' The man is Mr G.J.B. (left), Commercial Director of a Berkshire-based company which exemplifies the business virtues of knowing where you're going, and how to get there.

Sensing a gap in world markets for tough but simple-to-use radiotelephones, the company first tested its theory with overseas market research, then worked out a specification to meet the market's needs.

New range, new markets

The result was a range of equipment 50% lighter than previous 'manpack' norms, well up to the performance requirements established, and claimed to be cheaper than any competitive products. The hand-held transceiver Mr G.J.B. is using is a new addition to the company's models, all of which are designed for use by non-technical personnel particularly in African, Asian and Middle Eastern markets. 'Tuneable with one knob, drop it in a river and it still works', is how Mr G.J.B. sums up the specification.

Cover against loss

This marketing mix of boldness and hard-headed prudence is extended to credit insurance. A serious financial loss could soon slow down the company's high-speed expansion programme. ECGD insurance against default or non-payment caused by war, revolution or currency difficulties is a vital safeguard.

The ability to give credit is important, too. 'Although we have this product edge, we're still competing for sales with other credit-giving countries,' says Mr G.J.B. 'ECGD Bank Guarantees enable us to pay less for bank finance than we would without the policy.'

'We're in the lead, and we must stay there' is the attitude, and it's one which has won the Queen's Award for export achievements in each of the three years that the company has been eligible—'70, '71, '72.

ECGD insurance can make any company's exports growth more certain. Talk about a policy to your local ECGD Manager or write for free fully-explanatory booklet to Information Section, ECGD, Aldermanbury House, Aldermanbury, London EC2P 2EL.

Exports Credits Guarantee Department:
London, Bedford, Belfast, Birmingham, Bristol, Cardiff, Crawley, Edinburgh, Glasgow, Leeds, Liverpool, Manchester, Newcastle upon Tyne, Nottingham, Reading, Sheffield.

ECGD
Export with an easy mind
CRC126

Trade and Industry

Incorporating the Board of Trade Journal and New Technology
Volume 9. No. 6. Pages 249 to 288. November 9, 1972. Price 10p. Net subscription, post inclusive, £7.60
Editorial address: Room 437, Department of Trade and Industry, 1 Victoria St., SW1H 0ET. 01-222 7877
Advertisements: HMSO, Room D94, Atlantic House, Holborn Viaduct, London EC1P 1BN. 01-248 9876 ext. 6147
Subscriptions: HMSO, PO Box 569, London, SE1. 01-928 6977 ext. 472

HOME FEATURES AND NEWS

250 **New ministerial responsibilities at Department of Trade and Industry**
250 'High growth rate an overriding concern'—The Queen's Speech
251 Appointments to Yorkshire and Humberside Industrial Development Board
251 **'Advantages nationwide in Government's new measures to aid industry' —Mr. Anthony Grant**
251 Expansion plans for North East textile company
251 Extension for Abercarn packaging factory
254 Prevention of Fraud (Investments) Act 1958
254 'Insurance Business'—Annual Report
254 The Companies (Forms) (Amendment No. 4) Order 1972
254 Public inquiry into the stranding of MV 'Bel-Hudson'
255 CAA announces changes in domestic air fares
255 CAA modifications of advance charter conditions
255 British, French and German ministers hold computer talks
256 Official appointments
256 National Gas Consumers' Council
256 VAT Control Centre opened in Southend
256 West Belfast development could provide 1,000 new jobs
256 New film features work of Crown Agents
256 Annual Report of Chief Inspector of Mines and Quarries
256 Presentation of awards by ministers of the DTI
257 PARLIAMENT

BRITISH OVERSEAS TRADE BOARD

258 **Aspects of US Markets—5: The potential of the South East**

EXHIBITIONS AND FAIRS
263 **US Metals Show remains on the must list for many companies**
263 Tel Aviv 'Technology II'
263 Wide interest at Cardiology congress
263 Bucharest exhibition
264 Extreme styles less evident at New York sportswear show
264 Big orders and vast attendance at Hong Kong industrial exhibition
264 British firms score 'huge success' at Chicago exhibition
265 **The Hong Kong Industrial Exhibition in pictures**
266 Brighter prospects at Atlantic City footwear show
266 Hospital-equipment firms exhibit at Vienna
266 Minister visits Stockholm Technical Fair
267 £150,000-worth of orders signed during Bucharest International Fair
267 Plans for British exhibition in Peking well advanced
267 British instrument firms dominate at Stockholm
268 EXPORT ORDERS
269 MISSIONS AND TOURS

TRADE INFORMATION

271 **Agreement with Hong Kong on polyester/cotton textile imports**
271 **Tariffs between Norway and the United Kingdom in 1973**
272 **Restoration of import tariffs on leathers from some South American countries**
272 The Import Duties (Temporary Exemption) (No. 15) Order 1972
273 Disclosure of information on imports
273 Application for temporary exemption from import duty
273 Hungary and Benelux
273 Benelux and Bulgaria
273 France and Poland
273 Credit of $40 million for Argentina to pay for existing UK contracts

TARIFF AND TRADE NOTICES
276 **Australia:** Tariff Board (Dumping) inquiry on photographic paper and film. Result of Tariff Board inquiry on pyrethrum. Result of By-Law Tariff Board inquiry on parts for ball-point pens. Tariff Board inquiry on paper and paperboard
280 **Bolivia:** Devaluation
279 **Brazil:** Duty changes. Foreign Loans. Duty reduced on sodium formate. Reference prices on bearings maintained. Calcium hypochlorite and litharge
279 **Chile:** Duty concession on carbon steel for cables. Import duty amendment on certain watches
279 **Colombia:** Duty changes. New tariff headings
278 **Ecuador:** Tariff amendments. Foreign manufacturers of pharmaceuticals
274 **Germany, Federal Republic of:** Import licensing—asparagus tips
274 **Israel:** Safety regulations for agricultural tractors
278 **Jamaica:** Industrial Incentives Law 1956—plywood
274 **Jordan:** Customs tariff amendments
274 **Malta:** Import licensing—cement
276 **New Zealand:** Emergency Protection Authority—marine jet engines and motors—woven fabrics made from bulk continuous filament synthetic yarns
274 **Nigeria:** Metrication
274 **Norway:** Temporary price freeze
278 **Panama:** Tariff amendments
280 **Peru:** Metal manufacturing under the Andean Pact
278 **St. Vincent:** Changes in the tariff classification system, consumption Tax and Surtax
275 **South Africa:** Customs tariff application. Customs tariff changes
274 **Tanzania:** Pre-shipment inspection for imports
276 **Thailand:** Exhibiting the volume of commodity packages
274 **Togo:** Exchange control
274 **Tunisia:** Suspension of duty on butter
274 **Uganda:** State Trading Corporation
274 **United Arab Emirates:** Import duties
276 **United States:** Buy-American legislation—speciality steels
279 **Uruguay:** Special concessions on machinery for footwear industry

EUROPEAN COMMUNITIES

281 **'Close ties with the Netherlands never more important'—Mr. Peter Emery**
282 **New EC legislation:** UNCTAD Generalised Preferences System

STATISTICS

283 **The economy: selected indicators**
284 'Economic Trends' for October
284 Business Monitor
284 UK official reserves in October
284 BSO Statistical Unit for Scotland
284 Registrations of British and foreign films
285 **Retail trades. Retail sales in September**
286 **Hire purchase business in September**
286 Advisory Committee of the Censuses of Production
287 **Index to statistics**
288 GOVERNMENT SALES

© Crown Copyright 1972
Short extracts can be published without specific permission providing that the source is duly acknowledged.
The views expressed in contributions to *Trade and Industry* emanating from other than official sources are not necessarily those of Her Majesty's Government.
The Government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

A • •

New ministerial responsibilities at the Department of Trade and Industry

The Rt. Hon. Peter Edward Walker, MBE, has been appointed Secretary of State for Trade and Industry. Mr. Walker, formerly Secretary of State for the Environment, succeeds the Rt. Hon. John Emerson Harding Davies, MBE, who has been appointed Chancellor of the Duchy of Lancaster.

Sir Richard Edward Geoffrey Howe, QC, formerly Solicitor General, becomes Minister for Trade and Consumer Affairs at the Department of Trade and Industry. The former Minister for Trade, the Rt. Hon. Michael Antony Cristobal Noble has resigned from the Government for personal reasons.

As Minister for Trade and Consumer Affairs, Sir Geoffrey Howe assumes the responsibilities hitherto discharged by Mr. Noble. In addition, he will be responsible, in conjunction with the Secretary of State for Trade and Industry, for consumer affairs (including competition policy and consumer credit). Sir Geoffrey becomes a member of the Cabinet.

The appointments were announced on November 5.

Mr. Michael Heseltine has added to his functions in the Department of Trade and Industry responsibility for shipping and marine matters. He will be known as the Minister for Aerospace and Shipping.

As Chancellor of the Duchy of Lancaster, Mr. John Davies will deal with European Community affairs in Brussels as required, and will co-ordinate the handling of European affairs in Whitehall.

Mr. Walker was appointed in October 1970 to head the new Department of the Environment which was formed the following month by merging the three former Ministries of Housing and Local Government, Transport and Public Building and Works. He has been Privy Councillor since June 1970, when he was appointed Minister of Housing and Local Government and a member of the Cabinet.

Mr. Walker was born on March 25, 1932 and was educated at Latymer Upper School. He then entered a business career in the City of London, where he became chairman of the firm of Lloyd's Brokers. Mr. Walker has been Conservative Member of Parliament for Worcester since 1961. From 1963 to 1964 he was Parliamentary Private Secretary to the Rt. Hon. Selwyn Lloyd, at that time Lord Privy Seal and Leader of the House of Commons. He joined the opposition front bench in February 1965, and in April 1965 became a member of the Shadow Cabinet where he led on transport and later housing, local government and land.

Mr. Walker's home is at Martin Hussingtree in Worcestershire. He is married and has a son and a daughter.

Sir Geoffrey Howe was appointed Solicitor General and received a knighthood on the formation of the Conservative Government in June 1970.

Born in December 1926, he was an exhibitioner at Winchester College and a scholar at Trinity Hall, Cambridge, where he graduated MA, LLB. He read for the Bar, was called by the Middle Temple, and became a Queen's Counsel in 1965. From 1957 to 1961 he was a member of the Bar Council, and he has been a member of the executive committee of 'Justice', the British branch of the International Commission of Jurists. He was elected a Bencher of the Middle Temple in 1969.

SPECIAL PRICES UNIT ESTABLISHED

The Department of Trade and Industry has set up a special Prices Unit situated in Thames House South, Millbank, London, SW1 (Tel. 01-834 2299). This Unit will deal with inquiries about the operation of the policy under the Inflation (Temporary Provisions) Bill as it concerns all prices, except those for foodstuffs, which will be the responsibility of the Ministry of Agriculture, Fisheries and Food. The Unit will include staff from the Department of the Environment and the Department of Health and Social Security to deal with questions on prices for which those Departments are responsible.

As an undergraduate he was chairman of the Cambridge University Conservative Association. A founder-member of the Bow Group of Young Conservatives, he was later chairman of the group, then editor of its publication *Crossbow*.

From 1964 to 1966 Sir Geoffrey was Conservative Member of Parliament for Bebington, and spoke from the opposition front bench in the House of Commons on labour and social services. He lost his seat in the 1966 General Election, and was then appointed Deputy Chairman of Glamorgan Quarter Sessions, a position he held until his re-election to Parliament as MP for Reigate in June 1970, followed his appointment as Solicitor General.

Sir Geoffrey is married and has a son and two daughters.

'High growth rate an overriding concern'

—The Queen's Speech

THE following are points from the Queen's Speech on the opening of the new session of Parliament on October 31:

'My Government will play a full and constructive part in the enlarged European Communities. They look forward to the opportunities membership will bring, for developing the country's full economic and industrial potential, for working out social and environmental policies on a European scale, and for increasing the influence of the enlarged Community for the benefit of the world at large.

'My Government . . . will support the United Nations law of the sea negotiations. They will co-operate with other Governments in combating international terrorism. A Bill will be introduced to enable my Government to give effect to the Montreal Convention for the suppression of unlawful acts against the safety of civil aviation.

'At home, my Government's over-riding concern, as Britain enters the European Communities, will be to promote the high and sustained rate of economic growth which is essential for the achievement of their policies of providing increased employment and rising living standards, as well as for the provision of better houses, schools and social services. To that end, they will continue their efforts to establish effective means of enabling a faster growth of national

output and real incomes to be maintained consistently with a reduction in the rate of inflation.

'In developing their policies for economic growth my Government will pursue their measures to create confidence and stimulate employment in the assisted areas.

'Legislation will be introduced to promote fair trading and competition; and to improve the provisions of the law regarding insurance companies. Other measures to protect the consumer will be proposed.

'A measure will be introduced to facilitiate the building of a third London airport at Maplin.'

Appointments to Yorkshire and Humberside Industrial Development Board

MR. Christopher Chataway, Minister for Industrial Development, has appointed the following as members of the Yorkshire and Humberside Industrial Development Board.

Mr. W. A. B. Brown—Chairman and managing director, Rose, Forgrove Ltd., Leeds; director, Baker Perkins Holdings Ltd.

Mr. E. Hayhurst—Regional secretary of the Transport and General Workers Union, Leeds; member of Yorkshire and Humberside Economic Planning Council.

Mr. G. N. Hunter—Chartered accountant with Dearden, Lord, Annan, Morrish of Leeds. Director of a number of companies. President of the Leeds Chamber of Commerce.

Mr. A. G. Martin—Northern Area manager, Industrial and Commercial Finance Corporation Ltd.

Mr. J. H. Neill—Chairman, James Neill Holdings Ltd., Sheffield.

Mr. J. L. C. Pratt—Deputy chairman and managing director, Redfearn National Glass Ltd., York.

Mr. W. D. Sharp—Managing director, Critchley, Sharp and Tetlow Ltd., Cleckheaton. Director, Cord Clothing and Belting Ltd. Local director of the Halifax/Huddersfield office of the Royal Insurance Group. Member of Yorkshire and Humberside Economic Planning Council.

Expansion plans for North-East textile company

MR. Christopher Chataway, Minister for Industrial Development, during a visit to the North-East on November 2 announced arrangements for a further expansion on Tyneside by Brentford Nylons Ltd.

While visiting Cramlington to open the Civic Centre the Minister toured the industrial areas of the town and was conducted over the large integrated textile manufacturing unit which Brentford Nylons are creating there. The first phase which will employ 1,400 people is moving quickly towards completion and preparations for building an extension, to which substantial grants will be made by the Department of Trade and Industry, have just commenced. The total employment in this unit is likely to be 3,000, engaged on a variety of processes including carding, spinning, weaving, knitting, dyeing and making up.

The new Tyneside development announced by Mr. Chataway will create approximately 400 jobs, about half of them for men, and will take place in a factory of 103,000 sq. ft. on the Team Valley Estate of The English Industrial Estates Corporation. Negotiations for the company to occupy this unit conducted between the company, the Corporation and the Department of Trade and Industry have been the subject of an agreement under the delegated powers decided upon by the Government for DTI Regional Offices, and it is hoped that production will commence by February/March 1973.

Information on 'T & I' material

Readers seeking detailed information on material published in *Trade and Industry*—such as the date on which a particular article was published—should contact the DTI Library at 1 Victoria Street, London, S.W.1. (Tel. 01-222 7877 ext 3038). The library compiles the quarterly index to *Trade and Industry*.

'Advantages nationwide in Government's new measures to aid industry'

—Mr. Anthony Grant

THE Government's package of measures to revitalise industry is by no means confined, as some people seemed to imagine, to the assisted areas of the country, declared Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade and Industry in Birmingham on November 2.

Speaking at the annual banquet of the National Association of Drop Forgers and Stampers, Mr. Grant said: 'Among the most important of the new incentives are the improved tax allowances for investment in plant, machinery and buildings.

'Industry everywhere is now entitled to free depreciation in the form of a 100 per cent first-year allowance on all investment in plant and machinery, whether new or second-hand.

'In addition companies whose profits in a particular year are not large enough to absorb all these allowances may carry the allowances back and set them again profits in the three preceding years. This means you can actually get back money from the Inland Revenue.

'For new industrial buildings there is an initial allowance of 40 per cent with an annual writing down allowance of 4 per cent. By this means all parts of the United Kingdom now get the favourable tax allowances which were previously reserved for Development Areas.'

Mr. Grant went on: 'But it is not only investors who benefit from regional development grants and other assistance. The firms that supply capital equipment and machinery should notice a difference in their order books and I confidently expect to find that your industry will benefit greatly from our national and regional incentives to investments.'

Referring to the national economy, Mr. Grant said: 'We are beginning to see signs of an expansion and I am convinced that the real effectiveness of our measures will become increasingly evident.

'One of the problems inherent in such an upturn in demand for engineering products is that it can be expected to lead to a rapid increase in orders for replacement capital goods. It is therefore of immense importance that your industry should anticipate "bottleneck" problems which may result in delays in deliveries and prevent full advantage being taken of the increase in economic activity.'

Turning to what he described as their 'international mindedness' Mr. Grant said 'this puts your association in a very strong position during this period when the effects of United Kingdom entry into the EEC are foremost in people's minds.

'Already you have a considerable number of overseas associate members, several of whom are situated in other member countries of the expanded Community, and already you are a member of "Euroforge", which provides an important forum for the interchange of technical and commercial information between the industries of several European countries.

'I believe that international activities of this kind go far in helping to eliminate any "psychological barriers" which can prevent companies from taking full advantage of expanding opportunities in foreign trade.'

Extension for Abercarn packaging factory

THE Welsh Industrial Estates Corporation announce that construction has begun on an extension of 3,424 sq. m (36,860 sq. ft.) to enlarge the storage capacity for Thames Case Ltd. at Abercarn. The company is engaged in the packaging industry and they took occupation of their existing factory in 1970.

The new extension which should be completed by early next summer, will enable Thames Case to increase their labour force over the next few years by another 80 to 100 people, mostly men.

These are the Areas for Expansion.

They could be the chance of a lifetime for your firm

This map shows Britain's Areas for Expansion. If you are planning to expand your business, the Government's new package of incentives under the Industry Act 1972 means that your firm could be eligible for considerable benefits in these areas. The more generous scale of assistance now available could be the chance of a lifetime for your firm.

Where are the areas?

The Areas for Expansion have been extended. They cover the whole of Scotland, Wales, and Northern Ireland, Northern and North-West England, Yorkshire and Humberside, some parts of the Midlands and much of South-West England. And remember that now, whether your firm is planning to expand into, or to expand or modernise within these areas, your project could qualify for considerable benefits.

What are the new benefits?

You could qualify for substantial grants towards the cost of new building and, depending on the Area, of new plant and machinery. These grants are broadly for manufacturing, mining and construction activities. They are not tied to the provision of additional employment.

Additional help for projects providing new employment

1. Capital Loans. You could be eligible for these on favourable terms. Or, alternatively, you could get relief on the interest costs of finance from non-public sources.

2. Removal Costs. There are grants which will go a long way towards the costs incurred in moving a business into the Areas for Expansion.

(Certain service industry projects may be considered for these two benefits.)

3. Rent-Free Factories. Government factories are available for rent or sale. You could qualify for a rent-free period of two years.

Other benefits

Other Government incentives available include grants for training new labour and free courses for supervisors and instructors.

The Industrial Expansion Teams—and how they can help you

Besides all this financial help, there are teams of people to help you find the best possible location for your project. Get in touch with the Expansion Team at the DTI Headquarters in London, or with one of the regional Teams. They'll give you all the facts, sound impartial advice, and valuable on-the-spot assistance in setting up your project.

Fill in the coupon for free copies of the booklets "Room to Expand" and "Incentives for Industry." Or phone the Expansion Team at any of the telephone numbers shown.

Headquarters. London, tel: 01-834 2255 ext. 88
Scotland. Glasgow, tel: 041-248 2855
Wales. Cardiff, tel: 0222-62131
Northern Region. Newcastle-upon-Tyne, tel: 0632-27575
North West. Manchester, tel: 061-236 2171
Yorkshire & Humberside. Leeds, tel: 0532-38232
East Midlands. Nottingham, tel: 0602-46121
West Midlands. Birmingham, tel: 021-643 8191/8221
South West. Plymouth, tel: 0752-21891 or Bristol, tel: 0272-21071
London & South East. London, tel: 01-828 4355 ext. 50
Eastern Region. London, tel: 01-828 6271 ext. 104 or 61
Northern Ireland. Belfast, tel: 0232-34488

To: The Industrial Expansion Team, Department of Trade and Industry, Millbank Tower, Millbank, London SW1P 4QU.
Please send me full details of the benefits available in the Areas for Expansion.

Name_____

Position in Company_____

Company_____

Nature of Business_____

Address_____

The Areas for Expansion TI/5

ISSUED BY THE DEPARTMENT OF TRADE AND INDUSTRY

Prevention of Fraud (Investments) Act 1958

DEALERS IN SECURITIES

THE following changes have taken place in the lists of dealers in securities under Sections 3 and 16 of the Act:

Licensed dealers

Additions

Druidale Securities Ltd., 4 Tokenhouse Buildings, Kings Arm Yard, London EC2R 7AD.

Robert Charles Beckman t/a, RCB Financial, Suite 491 Park West, Edgware Road, London, W2.

Amalint Ltd., 41-47 Old Street, London EC1 9HX.

Deletions

Tamus Holdings Ltd., St. Mary Axe House, 56-60 St. Mary Axe, London, EC3.

Change of address

Allside Asset Management Ltd., 3 Clifford Street, London W1X 1RA.

Change of name

Cainland Securities Ltd., has changed its name to Prescot Securities Ltd.

Correction

Ralli Securities Ltd., 46 Berkeley Square, London W1X 5DB.

Exempted dealers

Additions

Nordic Bank Ltd., 41-43 Mincing Lane, London EC3R 7SP.

Wells Fargo Ltd., Winchester House, 80 London Wall, London, EC2.

AUTHORISED UNIT TRUST SCHEMES

THE following amendments have taken place in the list of unit trust schemes authorised under Section 17 of the Act and published in Part 5 of the 1972 Particulars of Dealers in Securities and of Unit Trusts.

Additions

Group and/or name and address of Management Company	Name of scheme	Name and address of Trustee
Morgan Grenfell Funds (Management) Limited, 15 Christopher Street, London, EC2	Morgan Grenfell Exempt Fund	Coutts and Co., 440 Strand, London, WC2
LS Fund Managers Limited, Peninsular House (3rd Floor), Monument Street, London, EC3	The Great Winchester Overseas Unit Trust	National Westminster Bank Limited, 41 Lothbury, London, EC2

Changes

The Management Company of Crescent Income Fund has changed from The Edinburgh Securities Company Limited to Crescent Unit Trust Managers.

The name of Crescent Fund has been changed to Crescent Growth Fund.

The Management Company of Crescent Growth Fund has changed from the Edinburgh Securities Company Limited to Crescent Unit Trust Managers Limited.

The Management Company of Crescent International Fund has changed from The Edinburgh Securities Company Limited to Crescent Unit Trust Managers Limited.

The Managers of Cavalier Income Fund have changed from Cavalier Securities Limited to Janus Securities Limited.

The Managers of Cavalier Accumulator Fund have changed from Cavalier Securities Limited to Janus Securities Limited.

The name of Hambro Abbey Income Trust has been changed to Hambro Income Fund and the Managers have changed from Abbey Unit Trust Managers Limited to Hambros Unit Trust Managers Limited and also the Trustee has changed from Barclays Bank Trust Company Limited to The Royal Bank of Scotland Limited.

The name of Hambro Abbey Trust has been changed to Abbey General Trust and the Trustee has changed from Barclays Bank Trust Company Limited to The Royal Bank of Scotland Limited.

The name of Hambro Abbey Securities Limited has been changed to Abbey Unit Trust Managers Limited.

The name of First Provincial High Distribution Unit Trust has been changed to Crescent High Distribution Fund and the Managers have been changed from First Provincial Unit Trust Limited to Crescent Unit Trust Managers Limited.

The name of First Provincial Reserves Unit Trust has been changed to Crescent Reserves Fund and the Managers have been changed from First Provincial Unit Trust Limited to Crescent Unit Trust Managers Limited.

'Insurance Business'—Annual Report

THE Annual Report on insurance business for 1971, as required by Section 98 of the Companies Act 1967, was published on November 6 under the title 'Insurance Business' Annual Report 1971.

This report gives a brief account of the exercise by the Department of Trade and Industry of its various functions under the Insurance Companies Acts 1958-67 and includes a list of companies showing the classes of insurance business which each was authorised at December 31, 1971 to carry on in Great Britain.

Copies of the Report can be obtained from HMSO, 49 High Holborn, London, WC1 and branches price 29p or by post from HMSO, PO Box 569, London, SE1, price 31½p.

The Companies (Forms) (Amendment No. 4) Order 1972

THE Companies (Forms) (Amendment No. 4) Order 1972 has been made and comes into operation on November 17. It prescribes forms for use in connection with the Companies (Floating Charges and Receivers) (Scotland) Act 1972; and it revokes the Companies (Forms) (Amendment No. 2) Order 1961 which prescribes forms for use in connection with the Companies (Floating Charges) (Scotland) Act 1961.

The order is published as SI 1972/1636. Copies are obtained from HMSO, price 24p or 27½p including postage.

Public inquiry into the stranding of MV 'Bel-Hudson'

THE public Formal Investigation into the stranding of the mv *Bel-Hudson* off Grand Manan Island, Bay of Fundy, New Brunswick, on May 15, 1970 will commence at 10.30 a.m. on Monday, December 4 in The Lecture Hall, Seymour Hall, Seymour Place, London, W1.

The Wreck Commissioner will be Mr. R. F. Stone, QC, assisted by two Assessors.

King & Co
Chartered Surveyors
1 Snow Hill
London EC1A 2DL
01-236 3000 Telex 885485
Also at Manchester & Leeds
Industrial and commercial property plant & machinery valuers

CAA announces changes in domestic air fares

THE Civil Aviation Authority has decided to limit (with a few minor exceptions) proposed increases in domestic air fares to 5 per cent in accord with Government policy on retail prices, instead of the 10 per cent to 15 per cent increases which had been asked for by airlines.

The Authority states that in reaching its decision it has taken account of the letter from the Minister for Aerospace, which was read at the public hearing, asking that increases in prices, in accordance with Government policy, should be kept within a limit of 5 per cent over the next 12 months, and of the Government's Policy Guidance to the Authority that it 'should have regard to the need to restrain increases in charges for domestic air services that would adversely affect the prosperity of the United Kingdom economy'.

On the evidence presented at the public hearing on the proposed increases the Authority would in normal circumstances have been satisfied that increases substantially greater than 5 per cent would have been justified.

The Authority feels that in the light of the limitation of the increases to 5 per cent the domestic airlines may wish to reconsider the proposals for the deletion of certain fares, the re-structuring of fares on certain routes and the introduction of new promotional fares. Accordingly the proposals on these matters have not been approved.

Notes

The few minor exceptions referred to are as follows:

(*a*) fares for the routes Dornoch-Inverness, Dornoch-Wick, Skye-Glasgow and Skye-Inverness where no fares are currently specified;

(*b*) reductions in fares on the routes Whalsay-Unst and Whalsay-Fetlar;

(*c*) a reduction in the tourist fare on the routes Newcastle-Edinburgh, Newcastle-Glasgow and Newcastle-Prestwick, and the introduction of a first class fare on the Newcastle-Edinburgh route since such accommodation is now being provided.

Changes are effective from November 1, 1972 except that on the following routes the normal fares (and excursion fares on the first four) will not be increased until January 1, 1973:

London-Belfast
-Edinburgh
-Glasgow
-Prestwick
Luton-Belfast
-Edinburgh
-Glasgow
-Prestwick
Newcastle-Edinburgh
(tourist class fare)
-Glasgow
-Prestwick
Bournemouth-Edinburgh
-Glasgow
-Prestwick
Edinburgh-Portsmouth
-Southampton
-Southend
-Stansted
Glasgow-Southampton
-Southend
-Stansted
Prestwick-Southampton

CAA modifications of advance charter conditions

THE Civil Aviation Authority announced on November 2 that, as foreshadowed in its statement of October 10 (see *Trade and Industry*, October 19, page 132), it has modified the provisional advance charter conditions for flights by British operators between the United Kingdom and Canada, the United States and the Caribbean area. These modifications take account of comments received and also of the discussions between representatives of Canada, the United States and the European Civil Aviation Conference (ECAC) in Ottawa on October 17-19, 1972. The principal modifications are as follows:

(*a*) The minimum number of seats which a travel organiser may purchase from the operator of a flight is reduced from 50 to 40;

(*b*) the minimum length of stay is reduced from 14 days to 10 days in the winter period beginning November 1 and ending March 31;

(*c*) the number of passengers who may be substituted is increased from 10 per cent to 15 per cent of the number of seats purchased by the travel organiser from the operator of the flight; and

(*d*) all substitute passengers must be drawn from a waiting list which must be closed 90 days before the flight and kept available by the travel organiser for submission on request to the Authority at any time before the flight. The number of names on the waiting list shall not exceed the number of seats purchased by the travel organiser from the operator of the flight.

The Ottawa discussions resulted in certain agreed recommendations to the governments and authorities concerned. The ECAC countries will meet on November 27 and 28 to adopt their formal position on these recommendations. Until then the Authority's conditions must retain their provisional status.

The Canadian regulations governing advance booking charter flights are expected to be issued by about the end of 1972, to take effect from April 1, 1973. They are expected to be similar in all main features to the Authority's. Insofar as they may impose requirements additional to or different from those in the Authority's revised advance charter conditions, it is understood that such different or additional requirements will apply only to traffic originating in Canada. Licences for affinity group (including student) charter flights by British airlines between the United Kingdom and Canada will in future not authorise outbound or one-way flights departing after June 30, 1973; any remaining return flights must be completed before the end of 1973. Any such licences must be applied for no later than February 28, 1973 and applications received thereafter will not be granted. It is expected that the Canadian authorities will work to a similar timetable.

The way in which the United Kingdom's and the United States' regulations will apply to traffic between their two territories and the timetable for phasing out affinity charters between them remain to be decided.

The Authority's advance charter conditions do not require that passengers who travel in a block of 40 or more seats on an outward flight shall return together as a group. The Authority expects however that this will be the normal practice.

British, French and German ministers hold computer talks

MR. Christopher Chataway, Minister for Industrial Development, held talks in London on November 2 with M. Jean Charbonnel, the French Minister for Industrial and Scientific Affairs and Dr. Klaus von Dohnanyi, the Federal German Minister for Education and Science.

The Ministers hold responsibility in their respective Governments for the technological and scientific development of their countries' computer industries. They discussed the scope for industrial collaboration in the computer field.

The following is the text of a communique issued in London on November 3 following tripartite talks on the computer industry:

'M. Jean Charbonnel, Minister for Industrial and Scientific Affairs in France, Dr. Klaus von Dohnanyi, Minister of Education and Science, Germany and Mr. Christopher Chataway, Minister for Industrial Development, United Kingdom, who each have responsibility for certain of the interests in their respective Governments in their computer industries, met in London on November 2, to discuss the prospects for co-operation between their respective industries.

'The Ministers noted the steps that had already been taken to facilitate co-operation between certain European firms and the desirability of creating a strong industry in Europe. They agreed to have studied urgently the industrial and governmental questions involved, in order to create the basis for wider collaboration.'

Advertising in *Trade and Industry*

Inquiries about advertising in *Trade and Industry* should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London EC1P 1BN (Tel. 01-248 9876 ext 6147).

Official appointments

THE Secretary of State for Trade and Industry has authorised the following appointments:

Councillor W. F. J. McKnight of Telford to be a member of the Midlands Electricity Consultative Council.

General Sir Peter Hellings to be chairman of the South Western Gas Consumers' Council, in succession to Alderman W. F. Hender. Alderman Hender is retiring after more than 10 years' service as chairman of the South Western Gas Consultative Council.

Mr. R. D. Hoskin to be chairman of the West Midlands Gas Consumers' Council, in succession to Alderman J. H. Lewis, who has served as chairman of the West Midlands Gas Consultative Council since 1955.

Mr. D. C. Atchley, of Portbury, Bristol, to be a member of the South Western Electricity Consultative Council.

National Gas Consumers' Council

THE Secretary of State for Trade and Industry has authorised the appointment of Baroness Macleod of Borve to be the first chairman of the National Gas Consumers' Council when it comes into being on January 1, 1973.

Lady Macleod, who is the widow of the Rt. Hon. Iain Macleod MP, is a member of the Independent Broadcasting Authority. She is also a magistrate and deputy chairman of the National Association of the Leagues of Hospital Friends. She was created a Life Peeress in 1971.

Notes

The Gas Act 1972 provides for the establishment of a National Gas Consumers' Council with a membership of not more than 30 members. The chairmen of the 12 Regional Gas Consumers' Councils (which will replace the present Area Gas Consultative Councils from January 1, 1973) will be ex-officio members; other members are to be appointed by the Secretary of State after consultation with such bodies as he thinks fit.

The establishment of a National Gas Consumers' Council with the role of consumers' watchdog at national level, follows the recommendations of the Select Committee On Nationalised Industries in their 1971 report on Relations with the Public (HC 514). The National Council will have the function of considering matters of broad consumer interest, whether on their own initiative or as a result of representations from the Regional Gas Consumers' Councils.

The British Gas Corporation will be required to inform the Council of their general plans and arrangements in relation to the supply of gas, including proposals for varying tariffs. The National Council will have the right to make representations to the Corporation and, if necessary, to the Secretary of State who will be able to give the Corporation directions arising out of such representations.

VAT Control Centre opened in Southend

THE centre for Value Added Tax registration and tax returns for more than 1½ million traders was opened on October 27 by Sir Louis Petch, Chairman of the Board of Commissioners, HM Customs and Excise.

Alexander House, a 15-storey building in Victoria Avenue, Southend-on-Sea, is wholly occupied by the Customs and Excise Department, the majority of the office space being taken up by the sections dealing with Value Added Tax. These comprise principally (a) the VAT Central Unit, (b) Headquarters Divisions dealing with particular aspects of VAT, eg registration, control, etc., and (c) the local Southend VAT office. Attached to the building is a £202,000 computer block specially designed for Customs and Excise by the Department of the Environment.

Registration for VAT, which began this month, is already being processed at Alexander House. The VAT Central Unit, which will have a staff of almost 1,000, will operate fully when the tax comes into effect next April.

West Belfast development could provide 1,000 new jobs

A 20-ACRE factory complex is envisaged on West Bog Meadows, Mr, David Howell, Parliamentary Under-Secretary of State at the Northern Ireland, Minstry of Commerce, announced on November 2 as he revealed details of the Government plans, which include the provision of Government advance factories, to provide further substantial industrial development for West Belfast.

In all it is proposed to acquire some additional 40 acres in the area for industrial purposes and the Government is pursuing with the utmost urgency the negotiations for the 20 acre site and the investigations for the remaining acreage.

When fully developed these areas, along with the 12 acre site being developed by the self-help community organisation, Whiterock Co-operative Industrial Estates Ltd., in conjunction with the Ministry of Commerce, could provide over 1,000 new jobs.

New film features work of Crown Agents

'COMMUNICATION MATTERS', a 30-minute colour film, has been made for the Crown Agents about their role in spreading communications around the world.

The film features an earth satellite station in Singapore, telecommunications in East Africa, railways in Kenya and Malaysia, road building in Sierra Leone, foreign language learning in the Gulf, patrol boats in the Caribbean and other examples of how the Crown Agents have been occupied in the communications field.

The Crown Agents are financial and commercial agents for about 80 governments and many public authorities and international bodies overseas. Their services are available to any government and to any organisation in the public sector. They do not act for individuals or for commercial firms in the private sector.

Copies of the film are available on loan to approved borrowers. Inquiries should be made to the Information Officer, The Crown Agents, 4 Millbank, London SW1P 3JD (Tel: 01-222 7730).

Annual Report of Chief Inspector of Mines and Quarries

THE 1971 Report of HM Chief Inspector of Mines and Quarries, Mr. J. W. Calder, records that 72 persons were killed and 641 seriously injured in coal mines in 1971, compared with 91 killed and 641 seriously injured in 1970. The accident rate per 100,000 manshifts was 1.11 compared with 1.14 for the previous year. The standardisation of mechanised coal winning methods and the widespread use of powered supports has contributed to the reduction in the total number of accidents. The replacement of hand-filled faces, on which the number of accidents from falls of ground is high in relation to the amount of coal won, with power-loaded powered-support faces should bring about further improvements in the accident record.

Eighteen persons were killed and 82 seriously injured at quarries compared with 27 killed and 73 seriously injured in 1970. The fatality rate per 100,000 manshifts was 0.18 compared with 0.27 last year. The figure is still too high, particularly when compared with that at coal mines (0.11) where the natural hazards introduce more difficulties.

Presentation of awards by ministers of the DTI

ON behalf of Her Majesty the Queen, the Minister for Aerospace, Mr. Michael Heseltine, and the Minister for Industrial Development, Mr. Christopher Chataway, will present five Queen's Commendations for Valuable Service in the Air and 36 British Empire Medals for meritorious service to trade and industry at a ceremony to be held at Lancaster House, Stable Yard, Westminster, SW1 on Wednesday, November 15.

In addition, Mr. Heseltine will present four Secretary of State's merchant shipping awards and two Royal Humane Society awards.

PARLIAMENT

Supplementary questions and answers on the points in these pages are published in *Hansard*

WEDNESDAY, NOVEMBER 1

International Computers Ltd.

Mr. Christopher Chataway, Minister for Industrial Development, was asked whether any payment had yet been made to International Computers Ltd. following his announcement, on July 3, of £14.2 million support for the company. Mr. Chataway replied that the first instalment of £3.4 million was paid to the company on September 29, and was provided out of the Contingencies Fund. Mr. Chataway continued: 'I expect to advance approximately £8.8 million in all to the company during the current financial year, and supplementary estimates for this purpose will be put before Parliament in due course. As I announced on July 3, it is intended that the Government's investment, which is to enable the company to maintain the momentum of its R & D programme, will be recovered by way of a royalty on subsequent sales or levy on profits.'

Industrial development boards

Mr. Chataway told a Member who inquired about recently published guidelines for industrial development boards that copies were available in the library.

THURSDAY, NOVEMBER 2

Trade Descriptions Act

In answer to a question about the number of representations received from or on behalf of the food industry about the effect of the Trade Descriptions Act 1972 on ways in which food would have to be labelled in the future, Mr. Michael Noble, then Minister for Trade, said: 'I have received a number of representations from trade associations and individual firms requesting a temporary or permanent relaxation of the Act. Many of these are still being considered, but I have already announced that there will be a temporary relaxation, for six months, for prepacked foodstuffs supplied by retail.'

Trafalgar House Investments and British-American Tobacco Company

A statement was requested on Government policy towards the take-over offers made by Trafalgar House Investments and British American Tobacco Company Mr. Noble said: 'Both these bids are clearly within the scope of the Monopolies and Mergers Act 1965 on account of the amount of gross assets involved. They have only just been announced. My officials are already in touch with certain of the parties concerned and will be seeing the others very shortly. Once all the relevant facts have been established, we shall consider in the usual way whether either or both of them should be referred to the Monopolies Commission.'

Anti-dumping regulations on leather footwear

Mr. Noble told a Member who asked when he anticipated issuing the first anti-dumping regulations to protect British footwear manufacturers from unfair competition: 'The Department announced on October 27 that they were investigating an anti-dumping application by the British Footwear Manufacturers' Federation concerning imports of men's leather footwear from Czechoslovakia, Eastern Germany, Poland and Romania. I cannot as yet say how long the investigation will take or what the outcome will be, but I can assure my hon Friend that the Department are carrying out their inquiries with all possible speed.'

Air navigation

Mr. Michael Heseltine, Minister for Aerospace, was asked to make a statement on the activities of the European Organisation for the Safety of Air Navigation of which the United Kingdom is a member. He replied that copies of the Ninth Annual Report of the Eurocontrol Organisation, summarising its activities during 1971 had been placed in the Library of the House.

Private investment in Scotland

The following information was given by Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development, in reply to a question on investment in Scotland by the private manufacturing sector of industry in each of the years between 1960 and the nearest available date; and these figures as a percentage of the private sector's investment in the United Kingdom.

INVESTMENT IN SCOTLAND BY MANUFACTURING INDUSTRY (a)

Year	£m (at current prices)	% of UK
1960	94	9.2
1961	115	9.3
1962	115	9.8
1963	97	9.2
1964	103	8.5
1965	129	9.2
1966	156	10.4
1967 (b)	135	9.2
1968 (b)	165	10.0
1969	199	10.1
1970 (c)	210	10.0

Notes:

(a) The figures include expenditure by central government and New Town corporations on the erection of factory buildings for lease to private firms; and also include investment by the iron and steel industry.

(b) Prior to 1968 the 1958 SIC (Standard Industrial Classification) is used, and the 1968 SIC thereafter.

(c) The figures for 1970 are provisional estimates: the percentage is based on the percentages of the preceding two years, and then applied to the UK total.

Industrial development

Mr. Grant answered questions on industrial development in the West Midlands and at Mosshill, Ayr.

FRIDAY, NOVEMBER 3

North Sea oil

Asked if he would consider cancelling the North Sea production licences of companies or groups of companies who made statements calculated to deceive the Scottish public as to the extent of oil discoveries, Mr. Peter Emery, Parliamentary Under-Secretary of State for Industry, said he knew of no evidence to suggest that such statements had been made.

Industrial research staff

Mr. Cranley Onslow, Parliamentary Under-Secretary of State for Aerospace, asked how many persons were employed in research by his department, and how many were domiciled in Scotland, gave figures of 3688, of whom 969 were in Scotland.

NCB accounts

A member asked what were the total advances made to the National Coal Board between 1946-1965 and the amount repaid prior to the capital reconstruction in 1965 the total advances made to the Board since that date, the amount paid off to date, the total amount written off from the accounts of the National Coal Board in 1965, and the amount it was proposed should be written off in the capital reconstruction that was now imminent. Mr. Emery gave the information (readily available in the NCB's Annual Reports and Accounts) as follows:

	£m	NCB Accounts reference
1946-64/5		
Total advances	807	1964/5, Schedule I
Total repayments	181	1964/5, Schedule I
1965/6-1971/2		
Total advances	356	1971/2, Schedule IV
Total repayments	66	1971/2, Schedule IV
Loans extinguished by 1965		
Capital reconstruction	415	1965/6, Schedule V and Note I

'I cannot anticipate how much might be written off in any future capital reconstruction,' he said.

Fuel costs

Mr. Emery replied to a question as to what, taking 1960 as base year, had been the percentage rise in the retail cost of coal, oil and gas up to the most convenient date for which figures were available. He said, between 1960 and September 1972 the indices for coal and gas prices used in compiling the Retail Prices Index rose by 111 and 58 per cent respectively. Over the same period the published prices of standard grade burning oil and gas oil for domestic heating purposes rose by 57 per cent and 55 per cent respectively.

Bristol Channel collisions

Making a statement about the recent collisions involving shipping in the Bristol Channel and what steps were being taken to improve the safety regulations, Mr. Onslow said collisions took place in Barry Roads on October 20 between the mv *Arcadia Wien* and the mv *Welsh Herald* and on October 26 between the mv *British Dart* and the mv *Daghestan*. Damage was slight and there were no injuries. 'I have ordered inquiries to be made into these casualties and when I receive the reports will decide what action may be needed,' he said.

Regional development

Mr. Chataway was asked what agreement was reached at the European Economic Community summit conference held in Paris on October 19-20 as to whether the proposed regional development fund should operate on the scale of tens, or hundreds of millions of pounds per annum. He referred the Member to the replies the Prime Minister gave to the Leader of the Opposition on this point on October 23.

Asked how soon he expected to be able to state whether the whole of Wales or parts thereof were to be regarded as a peripheral area for purposes of regional development policy in the Common Market, he said that Under Article 154 of the Treaty of Accession this issue has to be settled by July 1, 1973.

ASPECTS OF US MARKETS—5

The potential of the South East

By the British Consulate-General, Atlanta

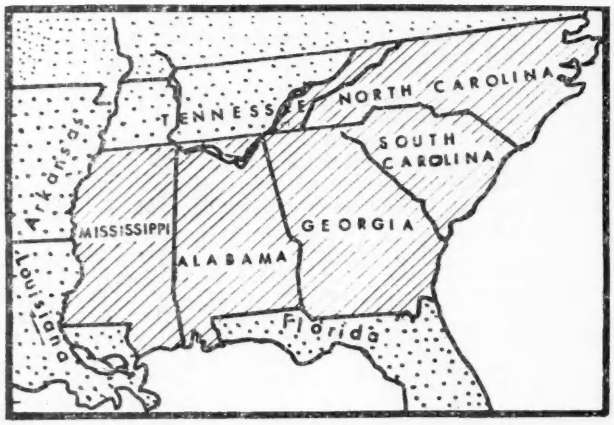
British exporters bypassing Atlanta and the South East because they imagine it to be some 'Gone With The Wind' never-never land of business opportunity are making a mistake.

The area has long been considered an economic backwater. But that is changing.

The growth prospects are exciting and certainly worth investigation by British industry.

A SENSE of perspective must be maintained. The area is never likely to head the league tables in the United States in terms of overall population or wealth. Indeed for the moment the boom conditions of California have spread to Florida rather than that State's northern neighbours. But the traditional Southern independence of outlook has been reinforced throughout the region by an impressive sense of purpose and self-confidence. The steady growth of economic strength is demonstrated by indicators such as the rise in per capita income (in constant dollars), by 105 per cent in South Carolina and 102 per cent in Alabama during the period 1950-69 compared with a national average of 65 per cent.

Projections for the period 1969-90 point to further increases ranging from 85 per cent in Georgia to 104 per cent in Mississippi as contrasted with a national average of 81 per cent.



The Consulate-General in Atlanta is responsible for the promotion of British trade in the States of Georgia, Alabama, Mississippi, North and South Carolina and Tennessee (east of the Tennessee River), an area approximately 285,000 square miles, or three times the size of the United Kingdom, with a population of about 22 million.

Like several other British textile machinery firms, A. Kirkland and Co. (a branch of Courtaulds Ltd.) have established servicing and spares facilities at Charlotte, NC, centre of the major US textile manufacturing area.

Expansion

Taken together, the six States in the Atlanta consular district constitute a notably green and pleasant land which in recent years has become increasingly attractive to people from the North and South. Increased economic opportunities are also encouraging young people to stay in the South instead of seeking their fortunes elsewhere. The last two decades have seen a shift in population trends marked by the steady migration of unskilled black people to the North, where they saw better job opportunities, and in some States an influx of white workers many of whom brought new skills in the area. Air conditioning in homes, offices and cars has made it possible to maintain high working efficiency year-round. And considerable natural resources are available to provide raw materials for development. It is in this setting that industry, and the supporting services of an increasingly affluent society, are expanding and diversifying throughout the area. This activity has meant a booming construction industry as well as a much larger consumer market needing all kinds of foods, clothing and domestic equipment.

Traditionally the economy of the area has been based on agriculture. Although the agricultural sector still makes a most important contribution to the economy of the South East, advances in technology have released a great many people from the land to work in industry. While almost all kinds of industry in the area are growing apace, a good deal is naturally related to the land, by way of fertiliser plants, farm equipment companies, food processing plants or paper and pulp mills. The same applies to a variety of service industries such as trucking. In agriculture the current trend is towards greater diversification. Until recent years most of the Southern States relied heavily on a few staple crops, particularly cotton—much remaining production has now moved West—or tobacco. Poultry is now a major industry. Other products include cattle and hogs as well as peanuts, pecan nuts and pimento peppers.

While important centres such as Charlotte and Birmingham serve their own particular areas, the main distribution, trade and banking centre of the South East is unquestionably Atlanta. Founded originally in the early 1830s as a railway terminus, this city of 'Gone With The Wind' fame continues its role as a communications centre and is now served by nine airlines claiming to provide direct links to more American cities than are available from any other airport in the country. The Atlanta airport is the nation's second (and the world's fourth) busiest after Chicago's O'Hare in terms of passengers embarked. Plans for the expansion of this $20 million jet terminal, only completed in 1961, are already well under way.

Atlanta's growth since World War II has been extraordinary and this thriving, bustling, metropolis now boasts a population of about 1½ million, having doubled in 15 years. This makes it one of the fastest-growing cities in the United States, much of the expansion being due to the fact that it is the key commercial centre within a radius of nearly 600 miles. Companies eager to tap the area's expanding consumer and industrial markets have headquartered their regional operations in Atlanta, making it the ultimate branch-office town. According to *Fortune* magazine 430 of the nation's 500 largest companies have offices in Atlanta. Some 1,650 manufacturers are currently producing more than 3,500 commodities including automobiles (Ford and General Motors) and aircraft (Lockheed). Coca-Cola has its headquarters in the city. IBM and Western Cables have recently established manufacturing divisions in the Atlanta area.

Relative harmony

Atlanta's growth is partly accounted for by the fact that it is a young city tied down neither by cautious traditions nor by conservative aristocracy. Also, while the city is approximately 50 per cent black (and with a black Vice-Mayor), it has managed to achieve a level of racial harmony which has been the envy of other cities in the deep South and elsewhere.

It is not suggested that Atlanta's progress is being achieved without problems of the kind which plague many large American cities: eg the congregation of poor blacks in the central area and the migration of whites to the suburbs; fear of crime in the streets; pollution problems; the threat of decay in the downtown area (although Atlanta is less troubled in this direction than many great American cities); mounting automobile traffic and clogged freeways. However, the local authorities, fully backed by business interests, are taking energetic steps to ease these problems such, for example, as the creation of the Metropolitan Atlanta Rapid Transit Authority with a programme of subway and busway construction to be funded out of local taxes and Federal grants.

ASPECTS OF US MARKETS

Previous articles in this series were:

Selling to the US airframe industry—August 31

Boeing's diversification offers chances for British know-how—September 14

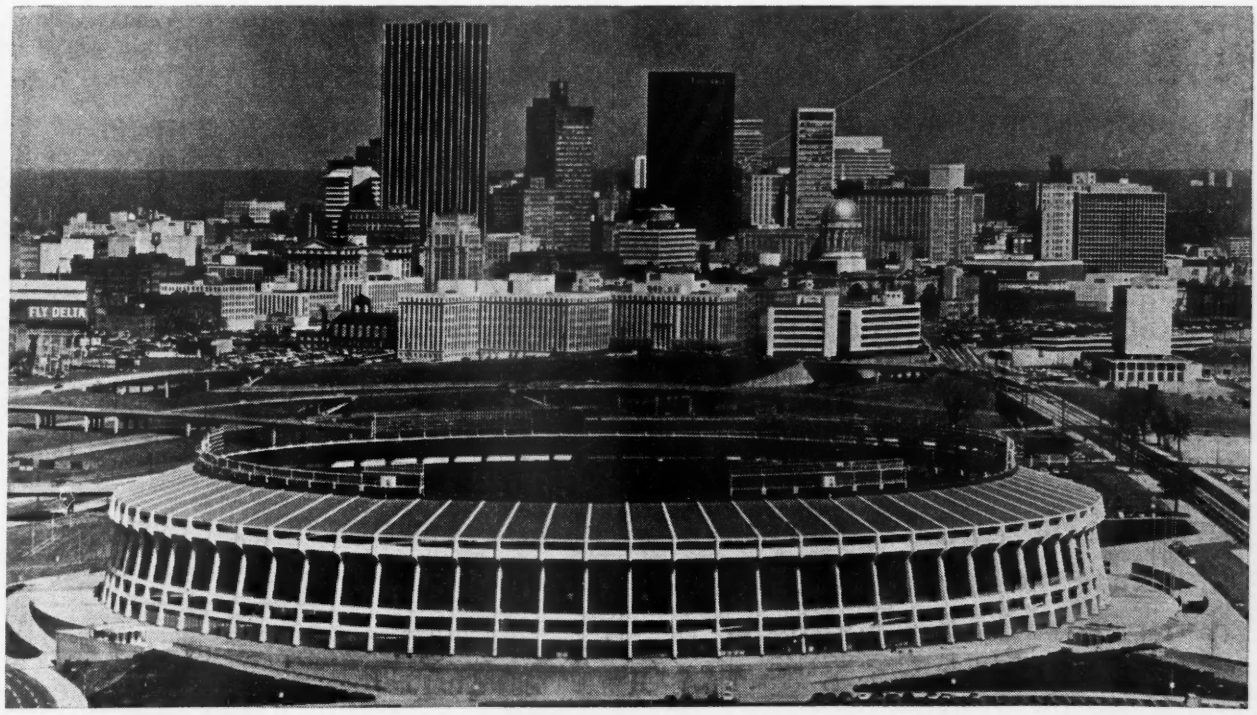
Selling to the world's largest manufacturing industry—October 12

Philadelphia—today and in 1976—October 26

Architectural advances

The downtown skyline changes constantly as construction proceeds. Atlanta already boasts the renowned Peachtree Center, a complex with extensive business spaces imaginatively broken up by restaurants, side-walk cafes and fountains. This is the concept of local architect John Portman, who also designed the impressive Hyatt Regency Hotel nearby and has since been responsible for major projects elsewhere in the United States as well as in Europe. Other major hotel plans have been announced recently for this part of the down-town area. Well underway in the mid-town area is the no less remarkable Colony Square, a development of the Cushman Group, while in the downtown financial area, the Cousins group of developers, in conjunction with the Alpert Investment Corporation, plan to move ahead with an imaginative 14-storey 'megastructure', a single structure to contain hotel and office facilities, a trade pavilion floor, restaurants, movie theatres, retail stores, etc., to be built alongside the Omni, a $17 million enclosed sports and entertainment stadium now nearing completion. Several new multi-storey hotels are planned in Atlanta while active consideration is being given to the establishment of a World Trade Center to house major national and international conventions.

(*continued on page 261*)



Atlanta's skyline behind the city's $18 million stadium and a 100-acre expressway interchange where three major interstate highways connect. This aerial view looks south to north.

Some of your old ideas about Georgia are gone with the wind.

In the days of Rhett Butler and Scarlett O'Hara, Georgia's industrial profile rested primarily upon one thing. The cotton gin.

Today, all kinds of industries thrive in Georgia. Because we welcome them. And we back up that welcome with resources that are virtually untapped. Population and income levels that have increased amazingly in recent years. A work force that can handle all comers. And a market that becomes more impressive every time you turn around.

The Southeast is the most dynamic part of the country at present. And Georgia is the most dynamic part of the Southeast.

The great international port of Savannah with its complete bulk handling and containerized cargo facilities and the international city of Atlanta with the second-largest airport in the nation have helped make it that way.

All this, plus an aggressive, forward-looking attitude toward industrial development, has made Georgia the choice of many companies already.

If you're interested in getting your share of the wealth, send the coupon for more information.

Your old ideas about Georgia may be gone with the wind. But Georgia's here to stay.

Georgia Department of Industry and Trade, Dept. TD-1,
P.O. Box 38097, Atlanta, Georgia 30334.

☐ I'd like to see Georgia on my next vacation. Please rush me more information.

☐ I'd like to know more about the opportunities for my business in Georgia. Please rush me more information.

Name_____

Address_____

City_____ State_____ Zip_____

Other centres

Of the other major business centres in the region Birmingham, Alabama (population 750,000), which was for a long time a single product steel town founded on the iron-ore, limestone and coal which occur in close proximity, now boasts 700 plants turning out 2,500 diversified products. The vast and developing Medical Center complex of the University of Alabama in Birmingham has become one of the city's largest employers of labour. Charlotte, North Carolina, has a population of little more than 400,000 but construction there over the last decade is valued at around 1 billion dollars, including work by nationally ranked firms like J. A. Jones Construction Co. This is a city with strong banking resources and is at the heart of the South East's largest industrial concentration, the Piedmont area, which is the national leader in three primary industries, namely textiles, furniture and tobacco. Nashville, Tennessee (population 500,000) is a city with much publishing and printing activity, as well as an aerospace plant, a big auto glass plant, and is the home of Genesco, the world's largest and most diversified producer of wearing apparel and footwear. Other places of special and national significance are High Point, North Carolina (the centre of the furniture industry); Greenville, South Carolina (textiles); and Dalton, Georgia (carpets).

SELLING MISSION TO USA

The London Chamber of Commerce is planning a selling mission to the USA early in 1973. There are still a few vacancies to participate in this mission. Interested firms are invited to get in touch immediately with the organisers, the London Chamber of Commerce, at 69 Cannon Street, London, EC4 (Tel. 01-248 4444 ext. 39—Mr. D. R. Gray). Firms selected to join the mission may qualify for the Department of Trade and Industry's subsidy.

The South East is well served by excellently equipped ports at Charleston, South Carolina; Mobile, Alabama; Savannah, Georgia, and Wilmington, North Carolina, all of which have close links with Britain and Europe. With developments in the field of containerisation, goods can be quickly shipped from United Kingdom factories through these ports to United States warehousing facilities with the minimum of cost and delay. Much importing is also done through an impressive network of airports, many of which offer customs facilities, eg Atlanta and Charlotte.

Potential for Britain

Thus we see a market with a tremendous potential for British businessmen supplying end-products as well as components and accessories. Already a number are exporting to the area with success, and many, particularly in the field of textile machinery, have set up their own local companies to exploit the market and service their products. Examples of recent British export successes include the construction by a British firm of a copper smelting plant at Carrollton, Georgia, worth £4 million and the award of two contracts by the Tennessee Valley Authority to British firms for the supply of station-post insulators at a cost of $375,000 and turbine repair parts for their Colbert Steam Plant unit at a cost of $134,000.

In favour of our export effort in this area is the fund of traditional goodwill for things British which one meets on every hand. The South East is moreover a fairly clearly defined, close-knit region, which is in many ways ideally suited to the needs of British companies anxious to get their foot in the American trade door but worried about the danger of being swamped in the vastness of the market as a whole. While the pace of life in the South may seem slower than elsewhere, there is nothing slow about the acumen of local businessmen. Nothing will really satisfy the hardheaded businessman except a willingness to sell him the best available products at a competitive price. British exporters aiming to establish a foothold will accordingly need to convince him that they are serious suppliers, willing and able to back up their products with good deliveries and service. Good local distribution is of prime importance and exporters should not rely solely on main agents in New York unless they can demonstrate effective sub-agency arrangements for the South East.

This, then, is the present day Deep South, struggling with success to close the gap between it and the more affluent areas of the country; a region full of opportunities for the aggressive British exporter. Firms wishing to investigate the market potential for their particular products may wish in the first place to contact their nearest office of the Department of Trade and Industry for advice on prospects. But there is no gainsaying the fact that ultimate success is only likely to come to those who are ready to establish local relationships by means of personal on-the-spot investigation. There are exciting growth prospects ahead in the South East; the time to get a foothold in the market is now.

The Georgia Port Authority's container central at the Garden City Terminal, Savannah. The terminal claims to have the largest container crane in the United States.

P&D
Overseas Newspapers and Periodicals

U.S.A.
WORLD WHO'S WHO IN FINANCE AND INDUSTRY
(Vol. 17, 1971-1972)
Formerly World Who's Who in Commerce and Industry. 30,000 business executives the world over, biographically sketched and key-indexed to over 9,500 leading businesses. 1,100 pages **£19.00**

MARKETS IN EUROPE 9th edition £2.50

'OVERSEAS DIRECTORIES & SUBSCRIPTIONS' £2.50
(Airmail Edn.) 8oz. Directories Only. £1.50 (Air $10.—)

PUBLISHING & DISTRIBUTING CO. LTD.,
177, REGENT STREET, LONDON, W.1
Tel.: 01-734 6534/5 Telex WESTCHAM LONDON 268312/PUBDIS00

WE CARE

all the way to the WEST INDIES, GUYANA, SURINAM, VENEZUELA, COLOMBIA, MEXICO, GUATEMALA, BRITISH HONDURAS, U.S. GULF PORTS and SOUTH and EAST AFRICA.

for your cargo

Harrison Line

Thos. & Jas. Harrison Ltd
Mersey Chambers Liverpool L2 8UF
Fountain House
Fenchurch Street London EC3M 5EE

3

SLOUGH COLLEGE OF TECHNOLOGY

Business Studies Sandwich Courses Higher National Diploma

We are able to offer a limited number of places on our course beginning 8 January 1973, and enquiries are invited from companies and other organisations wishing to place sponsored students.

This is a well-established practically-based course incorporating a wide range of business studies with specialist options in Marketing, Purchasing and Commercial Computing, at a College with a long experience of advanced business and professional studies.

Write now for further details to the Head of Professional and Business Studies, Slough College of Technology, Wellington Street, Slough, SL1 1YG, or telephone Slough 34585 (24 hour answering service).

SCT

Finance for exports

THE BANKER RESEARCH UNIT, in collaboration with MR. RICHARD FRY, C.B.E., (former City Editor of the Guardian) announce the launching on December 1st of a new service of vital concern to all companies engaged in exporting.

The B.R.U. Export Finance Service will provide accurate, up-to-date information on the terms at which exports are insured and financed in the major exporting countries of the United Kingdom, the United States, Western Germany, France, Italy and Japan.

Mr. Richard Fry is acknowledged as the leading authority on export finance since his widely acclaimed study on this topic for the BNEC. The BNEC no longer exists and now no single source of accurate information of this type is available. Yet with the rapid introduction of new features in national export credit facilities and the fluid nature of interest rates it is essential that exporters be accurately informed, not only what is available to them locally, but what is also available to the competition abroad.

For full details write to or telephone
THE BANKER RESEARCH UNIT,
Bracken House, 10 Cannon St., London EC4P 4BY.
Tel: 01-248 8000 Ext. 7168

US Metals Show remains on the must list for many companies

From the British Consulate-General, Cleveland: The 54th annual show and congress of the American Society for Metals in Cleveland received some unexpected publicity when the mayor caught fire during the opening ceremony.

Metallic ribbon being used in place of the traditional silk reacted over-strongly to the acetylene torch being used as the cutting tool, and the mayor's hair and trousers briefly caught fire.

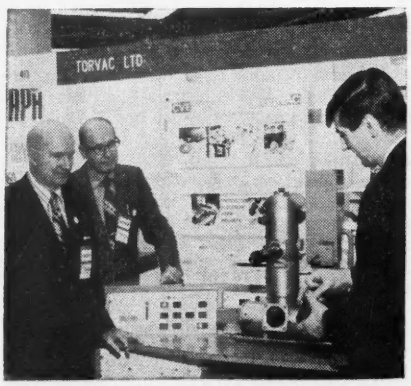
Six British companies were at the show under the sponsorship of the City of Westminster Chamber of Commerce and the BOTB. Adding to the British flavour, the American Society for Metals awarded an honorary membership to Sir Alan Cottrell, FRS, Chief Scientific Adviser to HM Government, at the society's annual dinner.

Emphasis on productivity was the theme of the show and congress, and British exhibitors played their part in stressing topics such as technological management, metal forming, heat treating, testing and quality control of metals.

The Fulmer Research Institute were illustrating, for the second year running, various projects undertaken in the materials field, while Yorkshire Imperial Metals Ltd. were attracting a great deal of interest with 'Yimpact', an explosive-welding technique which produces a true metallurgical bond between metals which cannot be fusion-welded because of incompatibility. Showing live explosives devices at public shows is not without problems, but having convinced all the various safety authorities that the process was safe to use in congested areas, representatives of the British company gained a valuable selling point.

Electron-beam welding machine

Wentgate Engineers Ltd. of St. Ives had brought their fully automated electron-beam welding machine straight from the machine tool show in Chicago. The company felt that the Metal Show would have more potential customers who, because of differing technical interests, might not have visited the machine-tool show. Another British-designed and built electron-beam welder was displayed by Torvac Ltd., whose machine will accept a wide range of options for high-speed production.



Mr. T. E. Burns, managing director of Torvac Ltd. (right) explains an electron-beam welder to two consulting engineers at the Cleveland 1972 Metal Show.

Automatic Systems Laboratories Ltd. were exhibiting a strain simulation rig which demonstrated that their instrumentation system can measure to less than 0.0005 per cent with high speed and resolution. The company was also demonstrating a new British development in strain gauges which uses capacitive sensing and operates at very high temperatures.

These highly technical advances are not the easiest products to sell, but the British company was attracting a good deal of attention, as were Image Analysing Computers Ltd., who were showing the Quantimet 360 and 720M. These aids to metallurgical inspection of metals always attract the highly trained materials engineer and scientist, and this was again the case at the Metal Show.

Attendance down

The total attendance of 11,000 was below the anticipated figure, but the general consensus was that the majority of visitors to technical trade exhibitions are perhaps now more bent on doing serious business than at shows in the late 60s when expense purse-strings were not so tightly drawn.

The quality of inquiries rather than the quantity is the exhibitor's guide to future business, and under the sponsorship of ASM the Metal Show remains at the top of many manufacturers must lists for participation as exhibitors and a place where one's name must be seen.

Tel Aviv 'Technology II'

IN 1971 the Tel Aviv International Trade Fair successfully introduced a new pattern by splitting into specialised capital and consumer-goods fairs alternating yearly. The next event, devoted exclusively to capital goods, will be held from October 23-31, 1973 and will be called *Technology II*.

The DTI organised a British Pavilion at *Technology I* in 1971 and also at the specialised consumer goods fair *Modern Living* in 1972, and another will be staged by BOTB at *Technology II* providing there is sufficient response from industry.

The main product groups for exhibits are as follows:

Group A: Machine tools, production machinery, industrial equipment, pumps, compressors, gears and transmission, fittings and valves.

Group B: Electrical and electronic engineering: communication, cables, wires; precision mechanics, optics; testing and measuring apparatus.

Group C: Miscellaneous industrial equipment; refrigeration, heating, ventilation.

Group D: Research and development, educational technology; consulting services; technical publications.

Space in the British Pavilion will cost £15/m² inside and £5/m² outside. The DTI will provide a basic shell stand and necessary display facilities inside the pavilion or an area dressed for display outside.

Firms interested in participating in the British Pavilion at this exhibition should contact Miss F. King, Fairs and Promotions Branch, Department of Trade and Industry, Hillgate House, 26 Old Bailey, London, E.C.4 (Tel. 01-248 5757, ext. 7092) by May 1, 1973.

Mr. Patrick Reynolds describing the latest range of cardiac pacemakers produced by Devices Implants Ltd. which Reynold Medical Electronics market.

Wide interest at cardiology congress

From the British High Commission, Singapore: The Fifth Asian Pacific Congress of Cardiology was held at the Shangri-La Hotel recently. It was the biggest medical event ever held in Singapore and was attended by more than 700 delegates from 38 countries, including the United Kingdom.

A scientific exhibition was held in conjunction with the congress. Some 30 firms took part, including practically all the major international companies producing electronic and pharmaceutical products used in cardiological and cardiac surgical investigations and practices. Five firms from Britain participated in a Joint Venture organised by the British Hospitals Export Council and the BOTB. Among the products shown by the British exhibitors were electrocardiographs, pacemakers, a new cardiac monitoring computer, a resparameter, sutures and plastics for surgical implants.

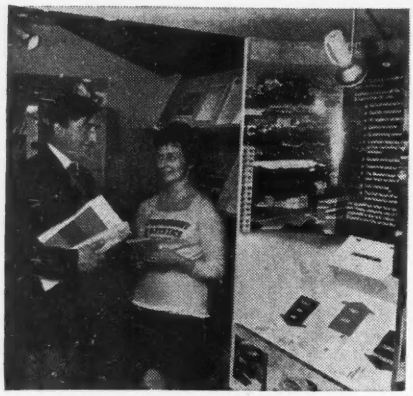
Before the exhibition opened the British exhibitors said they regarded their participation purely as a flag-waving exercise and that they did not expect to make any sales. With one or two small exceptions this view was borne out during the event, but all the firms expressed surprise at the large number of inquiries received. While many of these were from countries in the surrounding region, some came from countries with their own highly developed medical-equipment industry such as Japan and the United States.

Bucharest exhibition

IF there is sufficient response from industry the British Overseas Trade Board proposes to organise a British pavilion at next year's Bucharest International Exhibition of Machinery and Equipment for Sylviculture Wood Processing and Furniture Industries, Transport, Construction and Installations, May 6-13.

BOTB's support will be under the terms of the British Pavilion Scheme, exhibitors paying £15/m² for space, shell-stand, power and lighting, security and cleaning. The event will cover a large number of product categories, the main headings being: equipment, machinery, implements and accessories for sylviculture, forestry and wood transport; equipment for the furniture manufacturing industry; all aspects of the transport industry; and building material, including heating and ventilating equipment.

Further information from Mr. D. V. Griffiths, Fairs and Promotions Branch, Department of Trade and Industry, 26 Old Bailey, London, EC4 (Tel. 01-248 5757, ext. 7213).



This week the IMEX train—taking information to exporters—is at Glasgow. The picture shows the special train at Liverpool, the previous stop. Now half way through its 10-city tour of the country, the exhibition train displays the facilities offered to exporters by Government Departments and associated bodies. Seminars and meetings are being arranged at each stop, in conjunction with the other sponsors, the Institute of Marketing, the Association of Special Libraries and Information Bureaux and the Industrial Marketing Research Association. The next stops are Newcastle (November 13-17), Leeds (November 20-24), Sheffield (November 27-December 1), and London (Marylebone, December 11-15).

Big orders and vast attendance at Hong Kong industrial exhibition

From John Parker, British Overseas Trade Board: If success is measured by attendances, then the British Industrial Exhibition in Hong Kong—with 200,000 visitors from a 4 million population—was a blockbuster.

Exhibitor after exhibitor among the 160 British firms represented in some way or other said the number of serious inquiries had been high, 30 a day being not uncommon. Many orders were taken, an estimated preliminary total of £5 million being quoted. Among the orders announced were:

£25,000 of dumpers and mixers from Winget Ltd., Rochester, Kent.
£8,500 order for capstan lathes from H. W. Ward and Co., Birmingham.
£6,000 order for an excavator building shovel from J. C. Bamford Excavators Ltd., Rocester, Staffs.
£15,000 contract for textile crimping machinery from Ernest Scragg and Sons Ltd., Macclesfield.
£20,000 order for 10 milling machines from Adcock and Shipley Ltd., Leicester.
£7,000 worth of tyre retreading machinery from Kentredder Ltd., Jersey.
£4,000 order for power tools from Desoutter Brothers Ltd., Hendon.
£15,000 contract for diesel engines from R. A. Lister and Co. Ltd., Dursley.
£19,000 for water heaters from Heatrae Ltd., Norwich.

Apart from these examples of firm contracts, many British firms are confident of substantial further business following the exhibition. As Mr. Basil Woods, chairman of GKN International Holdings Ltd., said: 'Our market is already high and we are hoping to at least double it as a result of this exhibition.'

Mr. Michael Merrick, export sales manager of Sericol Ltd. (Fulham, London), said: 'It seemed they were all coming here at once—we had 61 plastic companies from Hong Kong alone visit us in the first day.' Mr. Maurice Good of Jones and Shipmen Ltd. (Leicester), said: 'The attendance has been quite phenomenal.'

Visitors came from many countries, including Indonesia, Thailand, Malaysia, Singapore and Korea. Mr. J. H. Hamm, chairman of the Hong Kong Trade Advisory Group in London, who was at the exhibition, said: 'The delegations which we have brought from neighbouring countries are asking if we can bring the exhibition to them.'

Mr. T. W. Aston, Senior British Trade Commissioner, said: 'I'm delighted in the way the exhibition has gone. There has been tremendous response from the public and a great deal of interest among buyers. Many exhibitors have found more potential in Hong Kong than they had expected. The result has been an encouraging volume of business with prospects for more to come. I am sure this will give the new impetus to British trade in Hong Kong for which we are hoping. It is now up to the British exporter—and to us—to follow up the opportunities created.'

Lord Drumalbyn, Minister without Portfolio, toured the exhibition and said: 'The British Industrial Exhibition was planned for just the right time and in the right place. This thriving colony with its 4 million people and expanding economy is open for just the type of machinery and equipment on show. Furthermore it is the centre of a vast potential market in South-East Asia.'

The exhibition was organised by the Fairs and Promotions Branch under the direction of the British Overseas Trade Board. The next similar all-British industrial exhibition will be in Lagos next February.

Extreme styles less evident at New York sportswear show

From the British Trade Development Office, New York: The more extreme styles of men's sportswear of a few years ago appeared to have given way to a somewhat more tailored—though still a relatively casual—look, at the National Association of Men's Sportswear Buyers Show in New York.

Leather and suede outerwear is still very much in demand, the main problem being the availability of hides and rise in prices. In suits, there is a swing back towards the use of woven fabrics, both stretch and rigid, though it is believed that knits will continue to hold a dominating position at the lower-priced end of the menswear market. Denims, velvets and corduroys are still in favour.

Nine British manufacturers were at the show, which for the first time was at the Statler Hilton Hotel. The consensus among exhibitors appeared to favour the change of venue, and Joint Venture participants agreed that their location provided a good traffic of buyers. The British group was sponsored under joint venture terms by the BOTB and the Clothing Export Council.

It was interesting to note that two of the British manufacturers who also showed some lines for women—fashion rainwear and young styled tops and jackets—reported having a very successful show. There is a definite tendency towards the inclusion in the show of more women's sportswear which is likely to develop. Since many specialised retailers of young sportswear cater for both young men and women, this development obviously fills a need, particularly since there is no national show for women's wear.

Of particular interest in the British group was a line of co-ordinated beachwear designed especially for the United States market by Sabre Sportswear. Mr. Harry, already known in the United States market for their fine-quality, high-fashion shirts, introduced a new style of deep-pointed widespread collar with a high neckband. Unusually soft and supple calf and nappa leathers were used by Brogue Couture in their line of sports jackets, some of which featured quilted 'gun flaps' and elbow patches.

Mr. Freddie Galchi of Mr. Harry, the menswear firm, with Mr. Ron Williams of Toronto at the New York Sportswear Show.

South Sea Bubble, who are well established in the United States with a sales office in Los Angeles, were again successful with their varied range of high-styled sportswear, particularly their jackets in velvet and suede-trimmed denim.

Among the other interesting lines shown by British exhibitors were fine quality ties and neckwear by John Comfort and Co., tweed and soft wool caps by Kangol Wear, and cashmere and lambswool sweaters made by Pringle, Ballantyne and Braemar.

With an attendance of approximately 13,000 visitors, there is every evidence that the show will continue to be the most important United States national show for men's sportswear manufacturers.

British firms score 'huge success' at Chicago exhibition

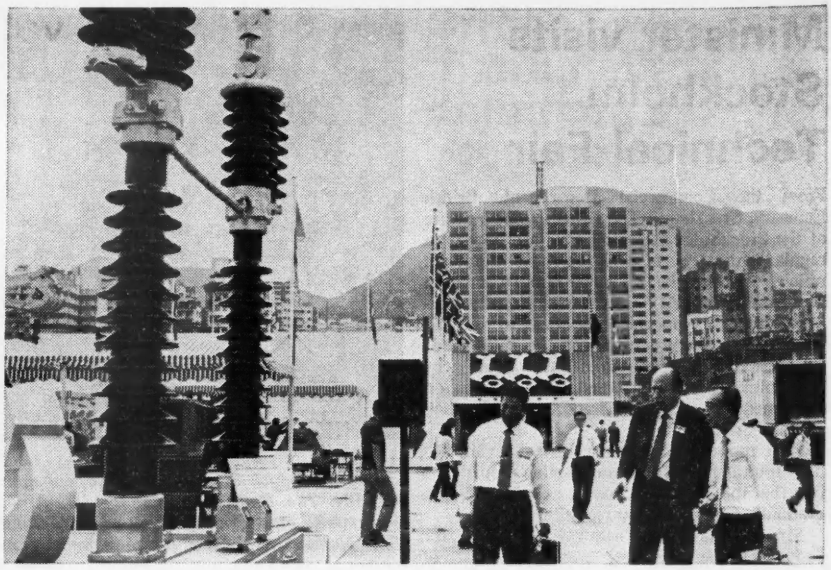
OVER 30,000 trade visitors attended Chicago's 14th Marine Trades Exhibition from October 5 to 8 where six British firms took part in a joint venture sponsored by the British Overseas Trade Board and the Ship and Boat Builders National Federation.

The British firms described their participation as 'a huge success' and plan to return next year. In the ever-expanding United States 'leisure' market future prospects are extremely good. Business is likely to show a 10 per cent increase over last year.

New British products which attracted keen attention included stainless steel steering wheels, mast fittings for sailing boats, low friction bearings for winches and special attachments for outboard motors. Peter Storm's colourful waterproof clothing and equipment gained substantial orders. Henderson pumps also did well.

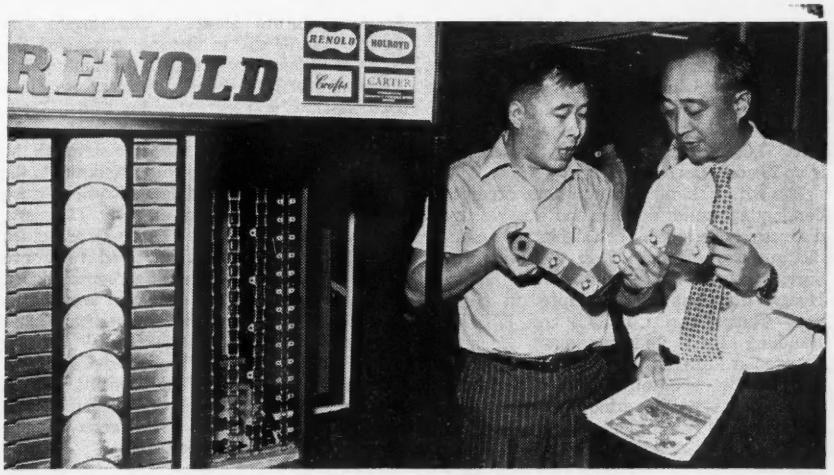
The Hong Kong Industrial Exhibition in pictures

Princess Alexandra on the stand of Hill Billy Manufacturing Co. of Tain, Ross, exhibiting their transporter for use over rough ground.



Korean businessmen examine circuit-breakers against a Hong Kong backdrop. Centre is Mr. T. W. Aston, senior British trade commissioner in Hong Kong. The exhibitors are Reyrolle Parsons.

Lord Drumalbyn, Minister without Portfolio, on the stand of Eurotherm Ltd. of Worthing, Sussex makers of a range of control instruments and recorders. With him is Mr. Stan Sevenoaks, export manager, who lives in Sussex.



The Renold Ltd. stand at the British Industrial Exhibition.

Lord Drumalbyn has an electronic conversation with an Asiada Ltd. ICL 1904A computer.

Two businessmen examine a variety of British products on the stand of Arnhold Trading Co. Ltd. of Hong Kong. Arnhold are agents for many British firms.

Minister visits Stockholm Technical Fair

From the Commercial Department, British Embassy, Stockholm: The British Joint Venture at the Stockholm Technical Fair has become a regular annual event and the most important official effort in the industrial fairs calendar in Sweden. This year's Fair was exceptionally well-organised and supported. The standard of international exhibits was high, and the effort made by large Swedish companies, most notably by Electrolux who showed spectacular automation equipment, confirms the importance of strong British participation.

First reports indicate that British exhibitors had found the effort worthwhile, despite the fact that the Swedish economy is only emerging gradually from the sharp recession in 1971.

Mr. Christopher Chataway, Minister for Industrial Development, was the guest of honour and visited each one of the 25 British firms exhibiting in the Joint Ventures sponsored by the Engineering Industries Association and the British Compressed Air Society. The Minister, accompanied by the Ambassador, also found time to visit the stands of British firms exhibiting independently.

The Technical Fair, which specialises in machinery and industrial equipment, is the largest of its kind in Scandinavia, and this year, although not open to the general public, attracted over 57,000 visitors. Including Sweden, firms from 29 countries took part.

The British Joint Venture stands occupied a dominating central position and were, as usual, distinctively designed. The exhibits shown under the auspices of the British Compressed Air Society included high-efficiency filters (Domnick Hunter Engineers Ltd.), compressors (Hydrovane Compressors Co. Ltd. and ITT Fluid Handling Ltd.) and pneumatic equipment (Martonair Ltd.).

The firms sponsored by the Engineering Industries Association exhibited a wide range of machinery, equipment and accessories, including an advanced milling machine (Adcock-Shipley), disc and centrifugal clutches (W. R. Anderton and Co. Ltd.), a powered inclinable rotary-grinding table (T. Bowers and Co. Ltd.), light industrial blast-cleaning apparatus (Guyson Industrial Equipment Ltd.)., long-life photo-electric control (Hird Brown Ltd.), cranes (Jones Cranes Ltd.), a universal folder and high-speed mechanical guillotine (Keeton Sons and Co. Ltd.), power transmission products (Renold Ltd.), contractors' pumps (Henry Sykes Ltd. and Tangye Epco Ltd.).

Mr. Christopher Chataway, Minister for Industrial Development, visited the Technical Fair in Stockholm.

A window-dressing competition was held during the British Shoe Week in Copenhagen recently. The British Ambassador Mr. A. A. Stark (left) presented Mr. Frolund of Frolund Sko Holbaek with the prize—a holiday in London.

Shoe Week concludes Trade Drive in Denmark

From the British Embassy, Copenhagen: The British Shoe Week in October concluded the series of promotions of British consumer goods staged in over 2,000 shops and stores throughout Denmark this year as part of the British Trade Drive. Some 240 retail outlets ranging from the footwear departments of the large stores to the smaller shops participated enthusiastically in the Shoe Week, and outstanding displays of British footwear could be seen all over Denmark. British footwear exports to Denmark amounted to well over £2 million in 1971, and it is hoped the Shoe Week will push this figure even higher.

In spite of the import surcharge imposed by the Danish Government in October 1971, extra buying of British merchandise for all the consumer promotions in the Trade Drive has come well up to expectations. The Danish housewife in particular has spent freely on British foodstuffs and beverages, with 540 supermarkets staging British promotions this year.

Brighter prospects at Atlantic City footwear show

From the British Consulate-General, Philadelphia: As in Britain, the American shoe-manufacturing industry has been plagued during the past year with rising leather prices, quite apart from the inroads of foreign competition. There was an attendance of 6,000 at the International Footwear Management Conference and Exposition in Atlantic City, and the fact that orders were taken indicated a possible turn round in the general state of business.

For the third year in succession SATRA, the Shoe and Allied Trades Research Association, took part in a Joint Venture with the BOTB. The theme for this year's event was *Pathways to Greater Productivity.*

SATRA tied in well with this theme by adopting their own theme 'Expertise in Materials Evaluation'. This was demonstrated by a photographic display supported by nine SATRA instruments, including a fatigue-testing machine and a finish heat-resistance tester.

A four-man team officiated at the stand with Mr. J. G. Butlin, deputy director, in charge. At one of the conference sessions Mr. J. V. Fletcher, manager of the Association's research and development division, took part in a seminar on Upper Material Technology and, to an audience of approximately 500, read a paper on *Simplified making through upper forming.* In this paper, which was well received, Mr. Fletcher emphasised the effort made by his association developing preforming techniques.

As in previous years machines made by CIC-Ralphs Ltd., of Bath and Cox and Wright Ltd., of Rushden were displayed by their agents. Several pieces of shoe-making equipment made by British United Shoe Machinery Co. of Leicester were seen on the stand of USM Corporation. Also in evidence was Porvair poromeric material made at King's Lynn, together with the products of several British shoe companies with Porvair uppers.

Hospital-equipment firms at Vienna

From the British Embassy, Vienna: British companies in the hospital-equipment field demonstrated their continuing interest in the Austrian market at the 4th International Trade Exhibition of Medical and Hospital Equipment (IFAS) in Vienna.

Clearly the happiest of the eight British exhibitors were Specialised Laboratory Equipment of Croydon, who sold £6,000-worth of equipment and received enough serious inquiries to be able to look forward to sales of up to £44,000 in the next five years. A sale to Vienna's Allgemeines Krankenhaus, the city's main hospital, was the culmination of hard work which had begun at the previous IFAS in 1970.

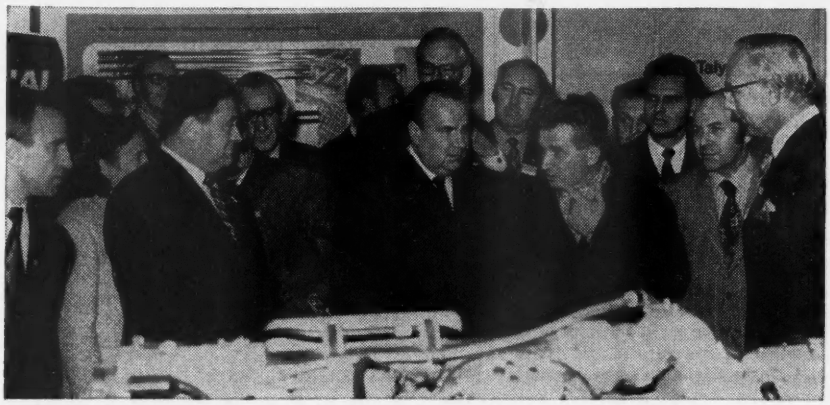
Another exhibitor was Multitone Electric, who have now linked their pocket-radio paging systems to an encoder which permits two-way speech and connection with outside telephone calls as well as operating with a patient monitoring system and a nurse-call service. The exhibition provided an ideal opportunity to show this new equipment to Multitone's clients and contacts in Austria.

Neither Smith and Nephew–Southalls Ltd., nor A. C. Daniels, are represented in Austria, and they came to Vienna with the aim of testing the temperature of the water. By the time the exhibition closed, Smith and Nephew felt that they had probably found the right agent.

A. C. Daniel's trolley's for use in casualty departments evoked much interest, and a number of requests for quotations will be followed up as part of the company's aim to expand on the Continent.

Although they have been established on the Austrian market for some time, L. R. Industries considered it important to take part in the Joint Venture and to display their surgical gloves for which they are relatively unknown in Austria.

The British stand occupied a good site close to the main entrance, and its design and layout clearly attracted many visitors, ranging from hospital administrators and doctors to nurses. The exhibitors were satisfied with the serious nature of the inquiries they received despite the fact that attendance was down on IFAS 70. It is generally accepted that this was due to the events of the previous week, when doctors throughout the country were on strike for three days. The backlog of work resulted in far fewer doctors being able to spare the time to come to Vienna.



President Ceausescu of Romania talking to Minister for Machine Building Mr. Ion Arram at the Bucharest International Fair in front of a Rolls-Royce engine. (Left) is Mr. Ion Patan, Minister of Foreign Trade, and (right) Mr. G. T. Smith, marketing director of Rolls-Royce (1971) Ltd.

£150,000-worth of orders signed during Bucharest International Fair

From the Commercial Department, British Embassy, Bucharest: Unexpected transit problems in Hungary, heavy rainfall, flooding and landslides in Romania plus the Davis Cup finals in Bucharest considerably hampered the preparations for the second Bucharest International Fair.

Nevertheless it got underway successfully and was opened by President Nicolae Ceausescu accompanied by Premier Ion Gheorghe Maurer, Vice President Bodnaras, Mr. Ion Patan and many other party and state leaders.

Although the delay of 24 hours in the opening was due to the tennis matches, the extra time provided was sorely needed by the contractors and exhibitors alike and was put to very good use.

Following the opening ceremony the President and his entourage toured the large display of products manufactured by 156 Romanian enterprises in the main exhibition hall and on the outside sites, before paying brief calls to the 22 other national pavilions. During his visit to the British pavilion the President was introduced by the British Ambassador, Mr. Derick Ashe, to several of the 50 or so firms whose goods were on display on 34 stands.

Nearly 1,000 foreign firms

This year the Fair focused on the presentation of machine tools, mechanical-handling equipment, fine mechanics, electronics and electrical engineering, power and metallurgy. The 943 foreign firms and 26 countries exhibiting were some 215 more than at the inaugural edition in 1970.

There were impressive displays of Romanian oilfield equipment, including drilling rigs which dominated the entrance area, trucks, tractors, combine harvesters, light aircraft of Romanian manufacture (including a Britten-Norman Islander) and advanced machine tools.

Towering above the British Pavilion was a 240 ft. jib crane from Coles Cranes. The Romanian national flag and the Union Jack fluttering at the top of the crane provided eye-catching landmarks for the British Pavilion in the park-like atmosphere of the well-planned and attractively laid out exhibition area.

Certainly the exhibitors were agreeably impressed by the central and prominent positions of the British Pavilion and the outside area some 50 yds. away. The internal layout of the British Pavilion with its raised shell-stand design, carpeted aisles and stands and bright lighting created a pleasant and cheerful atmosphere which compared very favourable with other national pavilions.

Despite large crowds and the usual numbers of pamphlet and souvenir hunters, firms participating in the exhibition reported a high degree of informed interest in their exhibits from engineers and technicians from all over Romania as well as a few from other East European countries.

Perhaps the most popular stand with the public was that belonging to Denis Tyler Ltd., which included closed-circuit colour television, Hi-Fi and sound effects equipment from EMI. Other popular stands were the Rolls-Royce display of Viper and Spey engines and a 1/5th scale model of the RB-211 and the Gunson's Sortex colour-sorting machines.

In a number of cases firm orders were taken for the supply of equipment including the goods on display, and it was apparent that at other national pavilions, as well as the British, the occasion was used to finalise or announce some contracts which had been previously negotiated. Firm orders received during the nine days of the Fair amounted to about £150,000.

In addition George Kent (Europe) Ltd., concluded a licensing agreement for the manufacture in Romania of pneumatic instrumentation.

British exhibitors were generally pleased with the results and considered their participation was money well spent. Others made the point that they could not afford not to be there, since much of Romania's purchasing requirements were decided on the basis of annual contracts; if one year was lost to a competitor it was difficult to re-establish a footing in the following year.

Budapest plastics show

FOR the second year the Hungarian organisation Chemolimpex will mount an exhibition devoted to the display of plastics-manufacturing machinery, plastics-testing equipment, plastics raw materials and associated equipment from April 11-16, 1973. The Department of Trade and Industry is prepared, provided there is sufficient response from British manufacturers, to organise a Joint Venture at this event under the sponsorship of the British Plastics Federation. For further information about the exhibition and the BOTB's terms of support, please contact Mr. D. V. Griffiths, Fairs and Promotions Branch, Hillgate House, 26 Old Bailey, London, EC4 (Tel. 01-248 5757, ext. 7213). The closing date for the receipt of applications is December 1, 1972.

British instrument firms dominate at Stockholm

From the Commercial Department, British Embassy, Stockholm: In all 1,540 companies displayed their products in the field of instruments and measuring techniques at IM 72 at St. Erik's Fair, Stockholm. Attendance figures at 25,574 equated approximately with those of 1970.

The British Joint Venture comprising 15 British exhibitors was sponsored jointly by the City of Westminster Chamber of Commerce and the British Overseas Trade Board. Two hundred other British firms were represented by local agents. The USA, East Germany, Scandinavia, France, Japan, USSR, as well as Sweden were strongly in evidence, but the British stand was the only national exhibit.

In the field of instruments for processing control a British firm had the distinction of displaying the only computer in operation, while another exhibitor in the group demonstrated an advanced measuring instrument for medical, industrial and environmental research.

Attracting considerable interest was a new electronic digital multi-meter calculator having distinct advantages in size and range of facilities over competing models. A manufacturer of counting devices and data printers used the event to explore further the potential of their particular specialised market, while another member of the group decided to establish an agency. Local agents played a large part in the favourable impression created by the British Venture.

A developing market for electrical and electronic instruments for scientific, industrial and military use, including computers and peripheral equipment, stimulated what was a comprehensive and determined promotional effort.

Most of the British exhibitors considered their presence well worthwhile, but it is difficult to quantify the effort in terms of actual and potential orders. All inquiries were serious, and even those from students merited professional attention.

Plans for British exhibition in Peking well advanced

ARRANGEMENTS for next year's British Industrial Technology Exhibition in Peking are already far advanced. Last Saturday a team headed by Mr. W. T. Pearce, director of the BOTB's Fairs and Promotions Branch, and including Mr. Peter Marshall of the Sino-British Trade Council (co-sponsors of the exhibition) and Mr. D. K. Lyons of Industrial and Trade Fairs International, arrived in Peking for progress meetings with the China Council for the Promotion of International Trade.

Mr. Pearce and his colleagues are considering suggestions for technical discussions to be held in support of the exhibition. Arrangements for the opening ceremony will also be on the agenda.

Some 350 companies will be represented at the British exhibition, and following earlier discussions with the Chinese there will be emphasis on machine tools, instrumentation, and equipment for the aviation industry. Telecommunications, mining machinery, electronics and other industrial equipment will also be included.

The Exhibition takes place March 26-April 5, 1973. Industrial and Trade Fairs International are project managers on behalf of the British Overseas Trade Board.

EXPORT ORDERS

GEC announce phone contracts worth £1¼ million

EXPORT orders from 32 countries for a wide range of telephones worth nearly £1¼ million have been announced by GEC Telecommunications Ltd. Most of the telephones ordered are in the GEC 74 range, over 1.3 million of which have been sold throughout the world since they were introduced in 1968.

Large quantities of switching telephones are included among the many orders. Also included are pushbutton telephones, which are becoming increasingly popular. Several thousand push-button telephones developed for the Post Office are on public service trial in various parts of Britain.

Whessoe-built furnaces for Africa

WHESSOE Ltd., have secured a contract, valued in the region of £¼ million, for the fabrication and supply of seven fired heaters and one waste-heat boiler, all destined to be incorporated in the extensions being built for the East Africa Oil Refinery at Mombasa, Kenya.

The major unit of the contract is a crude oil heater which has an hourly thermal rating of 100 million btu/h, incorporating a grade-mounted convection section.

The crude-oil heater and waste-heat boiler will be shipped to Mombasa in pre-fabricated panels, while the radiant furnaces, three of which are already refractory lined, will be supplied complete with coils.

The crude unit and waste-heat boiler are to the designs of Shell Internationale Petroleum Maatschappij NV. (The Hague), and Whessoe are the sole United Kingdom licensees for SIPM furnaces.

Cape Town sub-station order

THE switchgear division of A. Reyrolle and Co. Ltd. has won an order from the electricity department of the City of Cape Town for a large indoor switching station.

To be known as Rosmead Avenue switching station, it will have a 15-circuit duplicate busbar 66 kV layout incorporating the Reyrolle patented design of 'prop' busbars. The circuit-breakers will be type OSM small-oil-volume gear which has been installed in 30 countries throughout the world.

The total value of the order is £210,000, including control panels to be made in the Elandsfontein factory of Reyrolle Parsons South Africa, and commissioning is required by November 1974.

Muir-Hill's success at Porto Allegre

SIX Muir-Hill 161 (163 hp) four-wheel drive tractors were sold at the recent Porto Allegre Show in Brazil. The orders, including parts, are valued at £40,000. The tractors are being shipped to large farmers.

Birlec in Portugal

EUROFER, Portuguese suppliers of malleable iron-pipe fittings and automobile components, are to increase the size of their Oporto foundry. They have ordered a second Birlec continuous furnace for annealing blackheart malleable-iron castings. Their first Birlec furnace was ordered only 15 months ago.

The contract is worth over £100,000. It is a collaborative British-Portuguese venture, in that the critical parts of this electrically heated furnace and its associated plant will be shipped from the United Kingdom for final assembly in Portugal, with the heavy constructional parts made locally. The contract includes complex mechanised charge-handling equipment and process-atmosphere generator plant. The twin-track continuous furnace for annealing malleable iron is a large piece of complex automatic equipment.

Also from Portugal comes an order from the small end of the Birlec range of products. TMX Portugal Ltd. have ordered for its Lisbon factory an £8,000 specialised conveyor furnace to bright-anneal minute watch parts.

Computer system to Belgian power station

THE automation systems division of Ferranti Ltd. at Wythenshawe has delivered a control system for the pressurised water-reactor power station under construction at Doel near Antwerp in Belgium.

The contract valued at more than £200,000 was placed by Traction et Electricite of Brussels with Ferranti in conjunction with their sales associate the Argus computer systems division of E.N.I., Antwerp.

The system is claimed to be the most advanced computer system yet produced for a Belgian power station. It monitors some 450 analogue inputs and about 1,800 plant states every few seconds and performs many tasks using the information it collects from the station equipment, such as turbine, pumps and the reactor itself.

Dowty mining exports to Belgium top £1 million

DOWTY Mining Equipment has secured an order from Belgium, worth more than £100,000, for mine-roof supports and hydraulic equipment. The order is for Duke hydraulic props and hydraulic kits for the assembly of four-leg 230 ton powered roof supports of Dowty design.

This latest order raises the value of Dowty Mining Equipment's orders from Belgium during the past 12 months to over £1 million.

£2½ million repeat order for sea-water distillation plant

A CONTRACT valued at approximately £2½ million for the supply and construction of two sea-water distillation plants each producing 2 million gallons of fresh water a day has been awarded by the Government of Abu Dhabi to Weir Westgarth Ltd. of Troon.

This order, obtained in the face of competition from American, Japanese and Dutch manufacturers, is the second major contract to be placed with Weir Westgarth by the Government of Abu Dhabi. In 1970 Weir Westgarth commissioned three similar plants to meet the increasing water needs of the State.

Norwegians order Slater machines

A semi-automatic finishing machine suitable for polishing stainless steel flatware has been suplied by H. Slater and Son (Engineers) Ltd., Sheffield, to Hardanger Syvplett of Kinsarvik, Norway. The machine, the Slater HS-36 multi-glazing and finishing unit, is designed to polish both sides of flat objects simultaneously.

Hardanger Syvplett are specialist manufacturers of stainless-steel cutlery and kitchenware products. The whole of production output at this company's Kinsarvik plant is now finished on polishing and glazing machinery supplied by Slaters.

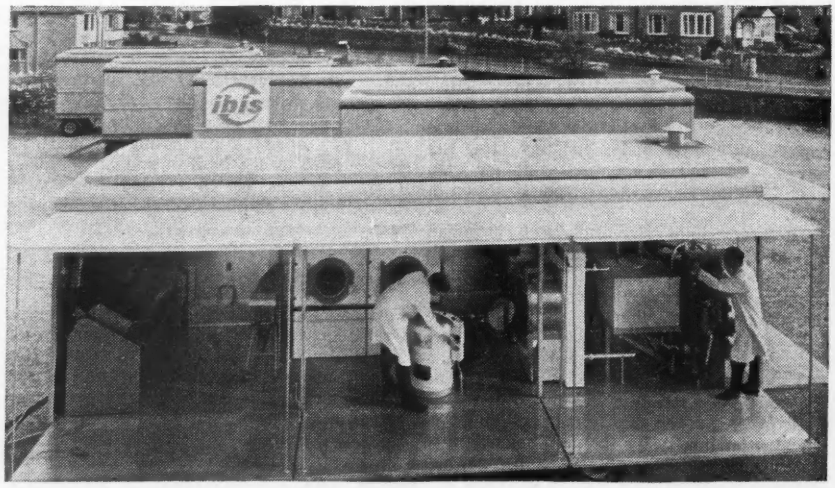
Brentford enter ozone field

BRENTFORD Electric's know-how in voltage regulation is now being applied to ozone purification of water through contracts to supply a number of low-voltage regulating transformers to French ozoniser-equipment manufacturers.

The regulators are required for use in the electrochemical process which produces ozone.

Extending Fiji's power supply

UNDER a £250,000 export contract, Ruston Paxman Diesels Ltd. is supplying to Fiji four diesel-generating sets totalling 4,500 kW. With one set operational at Sigatoka and the remainder scheduled for completion later this year in existing power stations at Lautoka and Sigatoka (two sets per station), the new power equipment has been purchased by the Fiji Electricity Authority to significantly increase the islands base-load generating capacity in meeting



Deliveries will begin this week of trailer-mounted laundries built in Kendal by Ibis Engineers Ltd. for operation in remote areas of Iran. The self-contained units measuring 27 ft. 6 in. long and 7 ft. 6 in. wide, are each equipped with two 25 lb.-capacity washing machines, two tumbler driers and a hydro-extractor, a return feed-ironing machine, a water softener, boiler and storage tanks for oil and water. Seven of the Ibis units valued at £160,000 have been sold to Iran as a follow-up to a previous £200,000 contract for nine laundry and shower units which underwent successful field trials in Iran.

rising electrical demands from both domestic users and industry.

The new sets will join several English Electric and Ruston power units which have successfully operated in Fiji for many years.

Erection and commissioning is being carried out by the Fiji Electricity Authority under the supervision of Ruston Paxman engineers. Consultants for the generating equipment for this project are Robert Bruce and Sons, in London.

Mexican oil company buys two Skyvans

Two Skyvan transport aircraft manufactured by Shorts of Belfast have been bought by Petroleos Mexicanos, the national oil company of Mexico, in a deal worth £400,000 with spares. Based in Mexico City, the aircraft will be used by Pemex to transport equipment and people to remote drilling sites. Skyvan was chosen for the task because of its ability to operate in difficult flying conditions and from small unprepared strips.

The aircraft, which will be delivered early in the New Year, will be equipped to change over in a matter of minutes from the freight to the passenger role. They can also, when required, carry oil pipes with their full-width rear doors open.

Peabody win order to build inert tanker systems

ENVIRONMENTAL control specialists Peabody Ltd., London, have won an order to supply 10 inert-gas systems for fitting to Texaco tankers. Nine of the vessels will have the systems retro-fitted at the Lisnave Shipyard in Lisbon, Portugal. The 10th ship is currently under construction at the Kockums Shipyard, Sweden.

£10 million road tunnel planned for Hong Kong

MAUNSELL Consultants Asia have been appointed consulting engineers by the Hong Kong Government for a feasibility study and preliminary design of a dual-carriageway tunnel through Hong Kong Island. The proposed tunnel would be more than a mile long and provide a direct link between the commercial area on the north side of the island and Aberdeen on the south side. Estimated cost of the tunnel is in the region of £10 million.

Kuwait orders hospital

COSELEY Buildings Ltd., of Wolverhampton, have been awarded a contract valued at £1 million to design and construct a 150-bed extension to the Amiri hospital in Kuwait.

This contract is the latest in a succession of export hospital contracts using Coseley's industrialised building techniques. The hospital will be completed in August 1973.

This hospital has been designed to fit into a confined space adjacent to the existing Amiri hospital and will comprise five 30-bed ward blocks, and an operating theatre block containing three operating theatres.

Since temperatures in Kuwait range from 22-125 degrees F., special attention has been given to air conditioning and heating. All walls and ceilings are insulated, and each of the six blocks has its own air conditioning and central-heating system. The buildings are of steel-frame construction, consisting basically of steel columns, lattice-steel roof trusses and exterior cladding of stucco embossed aluminium.

Multi-million contract for generators in Hong Kong

INTERNATIONAL Combustion Ltd. have been awarded a £4 million contract to manufacture and commission a further two 200 MW steam generators for the Tsing Yi B power station in Hong Kong, in addition to the two 200 MW units currently under construction. The steam generators will be of the controlled circulation type with tangential oil firing and are due for commissioning in 1976 and 1977.

The contract, awarded by the Peninsula Electric Power Co. Ltd., is for the 10th and 11th units supplied by International Combustion Ltd. and reaffirms the long relationship between the two companies.

Earlier in October it was announced that International Combustion Ltd. was awarded an £8 million contract to design, manufacture, erect and commission two 300 MW oil-fired units for the new Kilroot power station in Northern Ireland.

Exacta win £50,000 job

EXACTA Circuits Ltd. of Selkirk, have won a £50,000 contract to supply printed circuit boards to Computer Machinery Co. Ltd., of Hemel Hempstead, Herts. The boards will be supplied over two years and will be used in Key Processing key-to-disk data preparation equipment to be exported to Germany, Scandinavia, South Africa and Australia as well as manufactured for the United Kingdom market.

$300,000 order for Burndept

As a result of his recent visit to Canada, Mr. John Wood, export manager for Burndept Electronics, has announced an initial order to equip the Ontario school bus system (Charterways Ltd.) with VHF mobile radio-equipment to the value of $300,000. The delivery required for this order fits in with the reorganisation of the factory at Erith which is currently in hand to meet Burndept's expansion in the radiotelephone field.

V-Mat Nigerian motorway contract

PROTECTIVE Materials Ltd., Birmingham-based epoxy-resin systems specialists, move into the overseas contracting market for the first time with an order to supply their epoxy-resin mortar for nosing joints on a large motorway project in Nigeria.

The Dutch consulting engineers for the project decided on the V-Mat formulation after consultations with Ciba Geigy, the manufacturers of the basic epoxy-resins which V-Mat incorporate into their wide range of specialised epoxy-resin systems. It is the first time this V-Mat system has been used overseas.

Towler Hydraulics to power a new South Korean shipyard

TOWLER Hydraulics Ltd. of Rodley, Leeds, have received orders approximate value £29,000 from Hugh Smith (Glasgow). The orders are to supply hydraulic pumps and controls for shipyard plant for the Hyundai shipyard now being built at Mipo Bay near Ulsan, the industrial port city in south-east Korea.

MISSIONS and TOURS

Sheffield to fly in 300 Germans in major drive

SHEFFIELD has announced 'Operation Airlift'—a plan to boost export sales of the city's goods in Germany. The Council is sponsoring a scheme to bring 300 top German buyers and industrialists to Sheffield. The city's industrial concerns will act as joint hosts with the Corporation when the first airlift takes place next May. Support is coming from the Department of Trade and Industry and the British Embassy. The remaining costs will be met by the city council and Sheffield firms involved in the scheme.

'Operation Airlift' follows Sheffield's first major overseas trade drive in Sweden last May. At the Swedish International Fair over 70 local companies banded together under the city banner to sell their wares. The German scheme is quite different inasmuch as it is designed to bring buyers, specifiers and agents to Sheffield, forming one of the largest inward trade missions in British history. The first part of the airlift (190 people) will take place in May bringing businessmen on specially chartered aircraft from the Ruhr area. The second airlift will be in the autumn of 1973, bringing buyers from the Munich/Stuttgart area.

The choice of who comes will be made mainly by Sheffield companies. The candidates will have to be buyers, industrialists who can influence trade between Sheffield and Europe, technical specifiers or agents/potential agents. Where necessary the DTI will advise companies with no previous trading knowledge of Germany and arrangements will be made for groups of buyers to be hosted by groups of Sheffield companies with complementary products.

Much of the three-day stay will be devoted to hard business for the Germans and their hosts, but a specially arranged VIP social programme will be mounted.

Dundee mission to Australia

FOR the third time in four years, the Dundee Chamber of Commerce is sending a Trade Mission to Australia and New Zealand during November. Following the successes of the previous two missions in 1969 and 1970 this further follow-up has been arranged.

Products being promoted on this mission include textiles, accessories for the printing and textile industries, floor-coverings, metal products, graphic arts supplies, machinery, plastics, etc. Cities being visited include Perth, Adelaide, Melbourne, Sydney, Auckland, Wellington and Christchurch.

Electronic components mission

JACOBY Mitchell Ltd., components division, UECL's new agents for Australia, were visited by sales director Robin Pearce during his recent visit with G. R. Ireland, managing director, Ward Brooke and Co. Ltd., as members of the Electronic Components Board Trade Mission.

While in the region, G. R. Ireland visited Ward Brooke's representatives, Kent Instruments Pty., and both he and Robin Pearce renewed acquaintances and called on customers during stops at Melbourne, Adelaide, Sydney and Auckland.

Four weeks' African sales tour

DEPARTING on November 13, Mr. Peter Hill, Sykes-Pickavant's marketing director, visits South Africa, Zambia and Kenya during an extensive four weeks' African sales tour. Sykes-Pickavant's range of garage service-and-repair tools are already well established in these African markets, and this latest sales visit will allow Mr. Hill to maintain first-hand contact with the company's African outlets.

With the South African market constituting one of Sykes-Pickavant's principal overseas sales areas, the major part of Peter Hill's tour will be spent visiting distributors in Johannesburg, Cape Town, Port Elizabeth and Durban.

From South Africa, Mr. Hill will travel to Ndola, Zambia and Nairobi, Kenya, visiting Sykes-Pickavant's outlets established to meet the company's expanding requirements.

Organised by the Financial Times
in association with BOAC and
The City of Westminster Chamber of Commerce

Chairmen

Sir Hugh Mackay-Tallack
Deputy Chairman and Managing Director, Inchcape and Co Ltd

Mr W G Pullen
Chairman, The Chartered Bank

Programme

THE OUTLOOK FOR MALAYSIA
The Hon Tan Sri M Ghazali bin Shafie
Minister with Special Functions and Minister of Information, Malaysia

THE OUTLOOK FOR SINGAPORE
Dr Goh Keng Swee
Deputy Prime Minister,
Minister for Defence, Singapore

SOUTH EAST ASIA – A POLITICAL AND ECONOMIC APPROACH
Mr Dick Wilson
Former Editor, Far East Economic Review

DOING BUSINESS IN MALAYSIA – THE VIEW OF A BRITISH INDUSTRIALIST
Mr Spencer F Willey
Chairman and Managing Director, Malayan Cement Berhad

MANUFACTURING IN SINGAPORE – AN AMERICAN VIEW
Mr Lee Wilson
Vice President, Barden Singapore (PTE) Ltd

PORTFOLIO INVESTMENT IN SOUTH EAST ASIA
Mr David E Stapleton
Partner, W I Carr, Sons and Co

JOINT VENTURES IN MALAYSIA
Tengku Razaleigh Hamzah
Chairman, Perbadanan Nasional Berhad
Chairman, Bank Bumiputra

DOING BUSINESS IN MALAYSIA, SINGAPORE AND INDONESIA – THE VIEW OF THE COMMERCIAL BANKER
Mr John Wilson, CBE
Senior General Manager, The Chartered Bank

SINGAPORE AS A FINANCIAL CENTRE
Mr Michael Wong Pakshong
Managing Director, The Monetary Authority of Singapore

DOING BUSINESS IN SOUTH EAST ASIA – THE VIEW OF A MERCHANT BANKER
Mr John P Silcock
Director, N M Rothschild and Sons Ltd

BRITAIN AND SOUTH EAST ASIA
Mr Anthony Royle, MP
Parliamentary Under-Secretary of State for Foreign and Commonwealth Affairs

Fee: £60.00 covering all refreshments, cocktails, lunch and conference documentation.

To be completed and returned to:
The Financial Times Limited, BUSINESS OPPORTUNITIES IN SOUTH EAST ASIA, 388 Strand, London WC2R OLT.
Telephone 01-836 5444 Telex: 27347

Please send me full details of the BUSINESS OPPORTUNITIES IN SOUTH EAST ASIA conference.

BLOCK CAPITALS PLEASE

Name

Company

Address

Tel No **DTI**

Agreement with Hong Kong on polyester/cotton textile imports

AGREEMENT has been reached with Hong Kong on the level of future trade in woven polyester/cotton fabrics and made-up goods. Exports from Hong Kong to Britain will be subject to quantitative limits, similar to those in the existing cotton agreement.

The main points in the restraint agreement are:

1. Polyester/cotton and cotton textiles will be treated as a combined quota.
2. There will be specific categories of fabric and made-up goods, as already exist in the cotton agreement.
3. There will be internal limits to the quantity of cotton or cotton/polyester that can be shipped within each category and within the combined total.
4. The restraints will be effective from October 1, 1972 and will last until December 31, 1976. The level of restraints on polyester/cottons will be Hong Kong's exports to Britain in the 12 months ending March 31, 1972, with no growth until 1974. In this and later years there will be 2 per cent annual growth of the combined cotton and polyester/cotton quotas.
5. For the time being imports of cotton/polyester may be still made under the Open General Import Licence and a further notice will be issued about the introduction of individual import licensing.

Further details, including the internal restraint levels, can be obtained from the Chemicals and Textiles Division of the Department (Tel: 01-828 7777, ext. 661).

Restrictions of a similar nature will apply to polyester/cotton textiles from South Korea and Taiwan, with effect from October 1. Details of these restraints are not yet available.

Notes

HM Government were approached by the British Man-made Fibres Association early in the year, with request for restraints on imports of polyester/cotton. The Government asked them for documentary evidence of the need for restraints and when this was supplied they considered the case in detail. They reached the conclusion that restrictions would be justified on imports from Hong Kong, South Korea and Taiwan, and a team of officials went to Hong Kong and Korea for preliminary negotiations in August.

The purpose of the restraint, which has been agreed with Hong Kong, is to contain imports of polyester/cotton for long enough for the UK industry to develop their capacity and production to levels enabling them to compete with such imports by the end of the restraint period, with the protection only of the Common External Tariff of the European Community. The industries' estimate is that if imports are held at the present level then they would achieve this position by 1975. The restraint agreement covers the period from October 1, 1972 until the end of 1976.

One of the factors influencing the Government was the very rapid growth in imports of polyester/cotton from Hong Kong. Shipments in 1969 amounted to 25 million sq. yds., this rose in 1970 to 36 million, in 1971 to 65 million and in the first half of 1972 to 54 million. It is estimated that without the restraint imports in 1972 would have been 120 million sq. yds. In terms of import penetration this meant that Hong Kong had 43 per cent of the apparent consumption market for polyester/cotton in this country; in certain specific categories the import penetration was considerably higher.

The agreement reached with Hong Kong is for shipments of polyester/cotton. During the 15 months October 1, 1972 to December 31, 1973 the restraint level is 95 million sq. yds., this is equivalent to an annual rate of 76 million sq. yds.—the actual level of shipments in the 12 months ending March 1972. To give them some flexibility it has also been agreed that they can increase the level of shipment by a further 17½ million sq. yds., provided they reduce their cotton shipments by the equivalent yardage; this is equivalent to an 18 per cent increase on polyester/cotton and a 7 per cent decrease on cotton. Within the overall total there are sub-limits on the different categories. These cover the different cloths in the grey and finished state, and also the three most sensitive categories in made-up goods, namely shirts, trousers and women's, girls' and infants' outerwear. The agreement also covers a combined quota growth factor of 2 per cent, this is equivalent to 1 per cent on the old cotton quota and just under 5 per cent on the polyester quota.

Tariffs between Norway and the United Kingdom in 1973

Imports from Norway

THE Treaty of Accession does not require the United Kingdom's first move towards the CCT to be made until January 1, 1974. Thus Norway's decision not to join the Community does not entail any immediate change, when the Treaty enters into force, in the EFTA tariff treatment at present accorded to Norwegian goods entering the United Kingdom. Subject, therefore, to reciprocal treatment being given to United Kingdom exports to Norway (see under heading 'Exports to Norway') the United Kingdom intends to maintain the current rates of duty during 1973.

Until March 31, 1973 the qualifications for these rates will continue to be the EFTA origin rules. An announcement will be made as soon as possible concerning the origin rules after March 31.

The goods in question are, broadly speaking, the industrial products listed in Chapters 25-99 of the Brussels Nomenclature as well as a small range of products in Chapters 1-24, including a number of manufactured foodstuffs but excluding most agricultural products.

Although the present tariff arrangements will be continued in 1973, the United Kingdom will from February 1 apply levies on imports of some products subject to the Common Agricultural Policy, and certain processed foodstuffs. Arrangements for frozen fish fillets, on which the present Record of Understanding lapses at the end of this year, are still under consideration and will be announced as soon as possible.

Exports to Norway

The Norwegian Government has agreed to maintain current EFTA rates of duty on British exports to Norway during 1973. Until March 31 the qualifications for these rates will continue to be the EFTA origin rules. An announcement will be made as soon as possible concerning origin rules after this date.

The position after 1973

In the communique issued after the Community's Summit Conference last month the enlarged Community declared its readiness to seek with Norway a speedy solution to the trade problems facing that country in its relations with the Community. The future tariff position will depend upon the conclusion of an agreement between Norway and the Community and of course the date of entry into force and content of such an agreement. (General inquiries arising from this notice should be addressed to Mrs. J. H. Moss. Tel: 01-222 7877 ext. 2301. Inquiries about specific tariff rates during 1973 should be addressed to ESD Tariff Section. Tel: 01-248 5757 ext. 458 or 459.)

Restoration of import tariffs on leathers from some South American countries

WITH effect from November 3, 1972, the full duty of 16 per cent has been restored on certain leathers imported from Argentina, Brazil, Colombia and Uruguay.

The leathers are those shown under Tariff Heading 41.02(A) of HM Customs and Excise Tariff and cover:

'Bovine cattle and equine leathers of box and willow calf, box and willow sides and other chrome tanned leather, imported in skins or pieces weighing less than 4 lb. each, but not including wet blue chrome tanned leather.'

The duty on these leathers was removed from January 1, 1972 under the United Kingdom scheme for allowing the import of specified goods at nil or reduced rates of duty from developing countries, which represents the United Kingdom contribution to the Generalised System of Tariff Preferences (GSP) agreed upon at the United Nations Conference on Trade and Development. The United Kingdom GSP scheme for 1972 was brought into operation by the Import Duties (Developing Countries) Order 1971.

The United Kingdom reserved the right under these arrangements to take safeguard action by withdrawing or modifying the preferential tariff treatment in the event of the import into the United Kingdom of any product in such increased quantities or under such conditions, as a result of the preferences, as to cause or to threaten serious injury to domestic producers of like or directly competitive products.

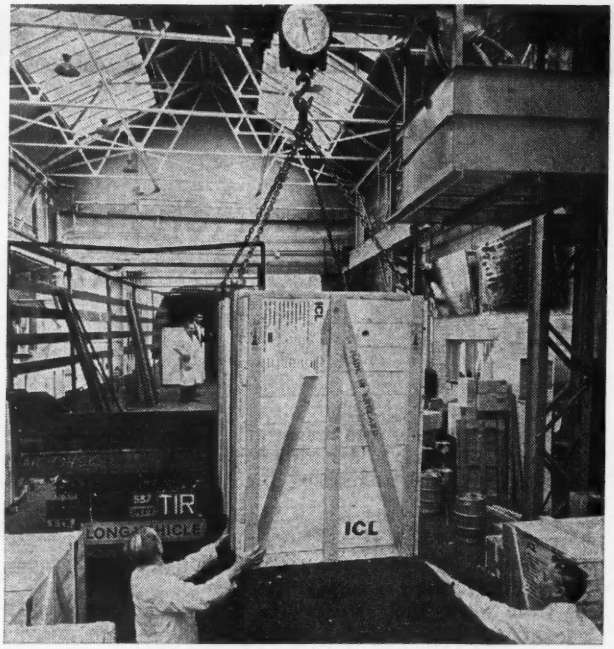
Having examined an application from the British Leather Federation for safeguard action on these leathers, the Department of Trade and Industry is satisfied that a case for such action has been established. Accordingly, an Order has been made which restores the 16 per cent import duty for the remainder of 1972 on leather under Tariff Heading 41.02(A) imported from Argentina, Brazil, Colombia and Uruguay. The Government has indicated to the Governments of these four countries that it is ready to consult with them concerning possible alternative arrangements for 1973.

The Department of Trade and Industry has received representations from the British Footwear Manufacturers' Federation about the growth of imports into the United Kingdom of leather footwear from Brazil since the tariff was removed under the GSP scheme, and is seeking consultations with the Brazilian authorities about the rate of growth of these imports.

Copies of the Order restoring the duty, The Import Duties (Developing Countries) Order 1972 (S.I. 1972/1620), can be obtained from HMSO, 49 High Holborn, London, WC1 (price 3p) or by post from HMSO, PO Box 569, London, SE1 (price 5½p).

Notes

From January 1, 1974, the United Kingdom GSP arrangements will be aligned with those of the EEC. The EEC scheme limits the amount of imports of sensitive goods (which include leather) allowed to enter duty free from the beneficiary developing countries to specified tariff quotas. A limit (the 'butoir') is also set within the total tariff quota for each product to the percentage which may come from any individual beneficiary country. The EEC Commission recently announced that imports of leather from Argentina into the Community had reached this butoir and that the full rate of duty would be restored on these imports for the rest of 1972.



The first ICL computers for overland shipment to the USSR being loaded at the West Gorton factory of International Computers Ltd. The computers were packed by Constantine-Lloyd Ltd. into 150 cases. Units were hermetically sealed in polythene barriers containing moisture-absorbing desiccant and then floated on rubber prior to being packed into outer cases.

The Import Duties (Temporary Exemptions) (No. 15) Order 1972

THE Treasury has made the Import Duties (Temporary Exemptions) (No. 15) Order 1972.

This Order provides for the continued temporary exemption from import duty until the beginning of January 1, 1973 of glass fibre continuous filament yarn of low alkali borosilicate glass.

The Order came into operation on November 2, 1972 and has been published as Statutory Instrument 1972 No. 1614. Copies of the Order are available from Her Majesty's Stationery Office, 49 High Holborn, London, WC1 and branches (price 3p) or by post from HMSO, PO Box 569, London, SE1 (price 5½p).

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this disgest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: *Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance.*

Price **63p** (*by post* 72½p). Annual Subscription £8.60 including postage, and a copy of the Definitions of items and units employed in the Digest.

Government publications can be bought from the Government Bookshops in London (post orders to PO Box 569, SE1 9NH), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers

HMSO BOOKS

Disclosure of information on imports

CONSIDERATION is being given under Section 3 of the Finance Act 1967 to the disclosure of information relating to the import of the following goods:

1972 SITC(R)		Code number
729.3	Thermonic, cold cathode and photo-cathode valves and tubes (including vapour or gas filled valves and tubes, cathode-ray tubes, television camera tubes and mercury arc rectifying valves and tubes); photocells; mounted piezo-electric crystals, diodes, transistors and similar semi-conductor devices, electronic microcircuits—	
	Electron optical devices (including photo-cathode valves and tubes but excluding tuning indicators)—	
	cathode-ray tubes—	
	other cathode-ray tubes	8521 1045
	Television camera tubes (including vidicons, plumbicons, image orthicons)	8521 1127

The Government are consulting the Association of British Chambers of Commerce on this proposal, and the Association will take into account any views received from importers by December 1, 1972.

The address of the Association is: Association of British Chambers of Commerce, 68 Queen Street, London EC4N 1SL.

Application for temporary exemption from import duty

THE Department of Trade and Industry is considering an application for the temporary exemption from import duty of the material listed below on the grounds that this material is not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for this material, or who are interested in its future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, 66-74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by November 22.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.19	Magnesium glycerophosphate	as in previous column	December 31, 1973	14045

Hungary and Benelux

A NEW Long Term Trade Agreement between Hungary and Benelux for the period January 1, 1971 to January 1, 1975 was signed in Brussels on July 13. This agreement, which will be applied in the interim, has yet to receive parliamentary approval in the countries concerned before it can become effective retrospectively to January 1, 1971. The agreement replaces the trade agreement between Benelux and Hungary of April 26, 1967. The 1972 protocol to the agreement, provides details (in Dutch) of the quota list for 1972. Copies of the list are available from Tariff Section of Export Data Branch. **EDB ext. 288/7175**

Benelux and Bulgaria

THE 1972 protocol of the Long Term Trade agreement between the Benelux Economic Union and the People's Republic of Bulgaria, was initialled in Brussels on May 5, 1972. A copy of the Protocol containing the Quota lists for 1972 (in French) may be seen on application.

EDB ext. 288/408/423/7175

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

France and Poland

THE French *Moniteur du Commerce International* of October 16 published details of a long-term agreement for the development of economic, industrial and technical co-operation between France and Poland signed in Paris on October 5. The agreement is valid for a period of 10 years, to be renewed thereafter by tacit consent. It provides for wide-range co-operation, particularly in the fields of industry, agriculture, transport, building, shipbuilding and the fitting out of ships. An inter-governmental Commission will be responsible for planning and directing future programmes. Copies of the text can be sent on request or seen at Export House.

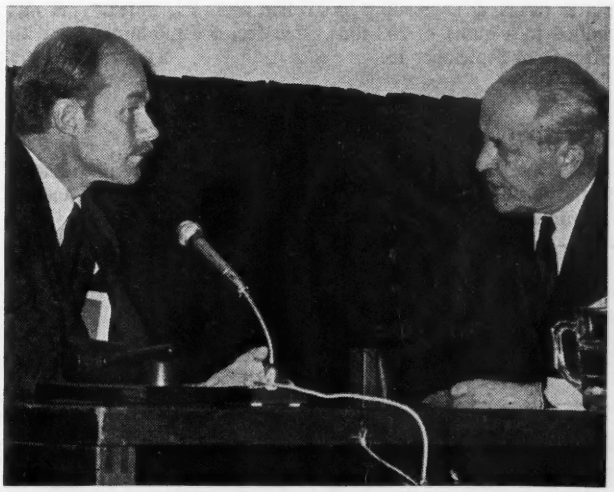
EDB ext. 423/408/288

Credit of $40 million for Argentina to pay for existing UK contracts

THE Export Credits Guarantee Department has given a guarantee in connection with a loan of $40 million, which Lloyds and Bolsa International Bank Ltd. is providing on behalf of a consortium of banks under a financial agreement with the Central Bank of the Argentine Republic.

The loan will be drawn in quarterly instalments over the next 15 months and used to pay amounts falling due on existing UK contracts. Repayments will be made over four years from the date of each drawing.

The other members of the consortium are Baring Brothers and Co. Ltd., Kleinwort Benson Ltd., Lloyds Bank Ltd., Midland Bank Ltd., and J. Henry Schroeder Wagg and Co. Ltd.



Lord Limerick, Parliamentary Under-Secretary of State for Trade, spoke at the 150th anniversary celebrations in London last week of the Société Générale de Belgique, a holding and industrial development company embracing Banque Belge Ltd. Lord Limerick is seen (left) with the chairman of the company, Monsieur Max Nokin.

TARIFF & TRADE NOTICES

Details of European Communities legislation which formerly appeared on this page are now published in the European Communities Section of the journal.

Federal Republic of Germany

IMPORT LICENSING—ASPARAGUS TIPS: The Federal German authorities have invited applications from importers in Germany for import licences in respect of preparations of asparagus tips in air-tight containers (tariff number 2002 37). Applications should be submitted to the Bundesamt für Ernährung und Forstwirtschaft, 6 Frankfurt a/M, Adickesallee 40, Postfach 180203 until December 14, quoting 'Announcement No. 20 4370' if import licences were issued under announcements No. 20 4212 or No. 20 4213, and 'Announcement No. 20 4371' in all other cases. Import licences will be valid until April 30, 1973. **EDB ext. 466/467/482**

Norway

TEMPORARY PRICE FREEZE: A temporary price freeze came into force in Norway on September 7. Copies of the regulations now in force are available. **EDB ext. 459/458**

Malta

IMPORT LICENSING—CEMENT: The Malta *Government Gazette* of October 24 announced that from October 25, cement would be included in the list of goods which require a specific import licence. **EDB ext. 471/472/473/462**

Israel

SAFETY REGULATIONS FOR AGRICULTURAL TRACTORS: The Israeli Minister of Labour has authorised the issue of Regulations on the safety of agricultural tractors. The provisions of the Regulations will apply to the operation of agricultural tractors imported into Israel after December 21, 1972. **EDB ext. 420/475**

Tunisia

SUSPENSION OF DUTY ON BUTTER: The Tunisian *Journal Officiel* of October 6 announced that customs duty on imported butter (BTN tariff heading 04.03) had been suspended. This was limited to a quota of 200 tons. This decree came into force with effect from September 15. **EDB ext. 420/475**

Jordan

CUSTOMS TARIFF AMENDMENTS: The following amendments to the Jordan customs tariff were announced on October 8 and 10, the previous rates being given in parentheses:

Tariff no.	Description	Unit		Rate
3/1	Fish fresh (live or dead) chilled or frozen	*Ad val*	1%	(18%)
4/5 a	Eggs in the shell	100 eggs	50 Fils	(18%) (*ad val*)
7/1	*a* Mushrooms and truffles	*Ad val*	Exempt	(23%)
	b Olives and Capers	*Ad val*	Exempt	(33%)
	c 1. Onions, leeks, garlic and shallots for agricultural purposes	*Ad val*	Exempt	(Exempt)
	2. Others	*Ad val*	Exempt	(23%)
	d 1. Potatoes for agricultural purposes	*Ad val*	Exempt	(Exempt)
	2. Others	*Ad val*	Exempt	(23%)
8/3	Figs—fresh or dried	*Ad val*	Exempt	(23%)
8/5	*a* Almonds—unshelled	*Ad val*	Exempt	(30%)
	b Almonds—shelled	*Ad val*	Exempt	(30%)
8/12	Apricots	*Ad val*	Exempt	(23%)
20/1	Olives	*Ad val*	Exempt	(33%)
20/2	Olives	*Ad val*	Exempt	(33%)

No further information is available. **EDB ext. 420/475**

United Arab Emirates

IMPORT DUTIES: Import duty is no longer levied by Abu Dhabi on any products other than alcoholic liquor imported by air, road or sea from Dubai and the other northern Emirates, whatever their country of origin and regardless of whether they are actually bought from Dubai, etc. or have merely been consigned there for onward transmission. The duty on alcoholic liquor remains at 25 per cent abated by any duty paid in Dubai, etc. There have been no other charges. **EDB ext. 420/475**

Togo

EXCHANGE CONTROL: Decree No. 321/MFE announced regulations governing the amount of money which may be brought in or taken out of Togo by travellers to and from foreign countries. Copies of the decree are available. **CRE ext. 2334/3338**

Nigeria

METRICATION: Initial details of Nigeria's proposed change-over to the metric system were published in *Trade and Industry*, November 18, 1971, page 396. Telegraphic information has been received from the British High Commission in Lagos that in a press release dated October 25 the Nigerian Government announced that the change-over should commence on January 1, 1973. From then, all equipment and products calibrated or marked in imperial units must also carry the metric conversions. Imperial units shall cease to be legal on January 1, 1974. All charges by private and public organisations will be based either exclusively on metric units or on a dual system of imperial and metric, the imperial bases to be discontinued on January 1974. It is hoped to set all school examinations in metric by September 1975 and it is also intended that the Weights and Measures Act will be revised to be completely metric. **CRE ext. 3064/3338**

Uganda

STATE TRADING CORPORATION (STC): Uganda Decree No. 24—The State Trading Corporation Decree, 1972—published September 12, provides for the establishment of a Corporation, which will have the sole right to import, export and trade in such goods as shall be specified by the Minister. The decree also provides for the new Corporation to take over the assets and liabilities of the Export and Import Corporation and the National Trading Corporation. **EDB ext. 471/472/473/462**

Tanzania

PRE-SHIPMENT INSPECTION FOR IMPORTS: The Bank of Tanzania announced on November 1 that the Government will employ General Superintendence Co. Ltd., of Switzerland or its appointed agents to conduct a compulsory pre-shipment inspection of imports consigned to Tanzania. Exchange Control Circular No. 203—Payment for Imports, issued on that date, sets out the details of this requirement.

This circular should be read together with Exchange Control Circulars Nos. 109 and 202 (referred to in *Trade and Industry*, March 16, 1972, page 467). The importer will contribute towards the fee for pre-shipment inspection and price comparison at the rate of 1 per cent of the FOB value of the goods which are inspected.

In addition to the documents and conditions stipulated by Exchange Control Circulars Nos. 109 and 202, which must be produced and fulfilled, the importer must produce a Clean Report of Findings issued by General Superintendence Company Ltd., before the payment for imports into Tanzania is affected. When the payment has been affected, the Clean Report of Findings should be stamped 'Exhausted for the purpose of Exchange Control' and should be sent to the Bank with the copy of Form OU-1 and other documents required under the circulars referred to above.

The rules and procedure of the circular are as follows:

PART I GENERAL RULES

1 (*a*) Subject to Part II of this Annexture, imports into Tanzania to be shipped, air-freighted, etc. on the basis of orders placed or contracts concluded on or after the 1st day of November 1972 shall be subject to compulsory quality and quantity inspection and price comparison by General Superintendence Company Ltd. *before* shipment is effected. Accordingly contracts for imports must stipulate this preshipment inspection. It should also be stated that the cost of presentation of the goods to the Inspection Agency, unpacking, repacking, handling, etc. shall be borne by the seller.

(*b*) Notwithstanding that some importers may have placed firm orders for importation of goods, into Tanzania, whether such goods are imported under the Open General Licence or require a Specific Import Licence, the pre-shipment inspection and price comparison will have to be made, unless shipment can be and is completed before the 1st day of December 1972.

(*c*) General Superintendence Company Ltd. who are acting for and on behalf of the Bank of Tanzania shall start inspection operations on December 1, 1972.

2 Sellers should be requested to give at least 10 days notice before shipment to the Inspection Agency indicating the place where the goods may be inspected, and the expected time of shipment. When requesting pre-shipment inspection the seller is required to provide the Inspection Agency with a copy of the proforma invoice, letter of credit, contract, and any other document relevant to the order which the Inspection Agency may deem necessary for the execution of its inspection.

3 Upon completion of inspection, the Inspection Agency shall issue a Report of Findings, which shall be either:

(*a*) A Clean Report of Findings, if the inspection yields a satisfactory result. A Clean Report of Findings shall not be issued until the seller provides the Inspection Agency with a non-Negotiable copy of the Bill of Lading or Air Waybill and a copy of the final invoice covering the goods.

Or:

(*b*) A non-Negotiable Report of Findings if the Inspection reveals discrepancies.

4 Authorised banks are advised that no payment is to be effected against a Letter of Credit, bills for collection or in any other form unless the documents presented for payment include a Clean Report of Findings. Correspondent banks abroad should be notified accordingly in every case where the above requirements are applicable.

5 Importers are further advised to bring this Notice to the attention of their overseas sellers and to warn them against the shipment of goods which have not been inspected, or the shipment of goods for which a non-Negotiable Report of Findings has been issued by the Inspection Agency. Sellers should furthermore be warned that inspection of imports does not relieve them of their contractual obligations to the importer.

PART II EXCEPTIONS

Pre-shipment quality and quantity inspection and price comparison by General Superintendence Company Ltd. shall not apply to:

1 Gold, precious stones, objects of art, explosives, ammunition weapons, live animals, fresh fruits and vegetables.
2 Goods procured by East African Community or its statutory corporations.
3 Goods procured by Zanzibar Government or other Zanzibar based importers for direct importation into Zanzibar.
4 Commodities imported from Kenya, Uganda, The People's Republic of China, Iraq, North Korea, Seychelles and any other country as the Bank of Tanzania may from time to time specify.
5 Consignments with a value in pro-forma invoice of less than T.Sh.10,000 =. However, part shipments in smaller lots against a pro-forma value equal to or exceeding T.Shs.10,000 =, shall be subject to inspection irrespective of their individual values.
6 Commodities procured by international tender.
7 Commodities procured through the Crown Agents for Overseas Governments and Administrations, London.
8 Commodities involving no payment for the goods to be imported into Tanzania, eg household and personal effects including a used motor vehicle, gifts, supplies for diplomatic missions and United Nations Organisations.

PART III: PROCEDURES

1 Importers who wish to import goods which are subject to pre-shipment inspection for quality and quantity and price comparison by General Superintendence Company Ltd. must submit the following documents by registered mail to the Bank of Tanzania, Exchange Control Department, P.O. Box 2939, Dar es Salaam. This is so whether the goods require a Specific Import Licence or are imported under the Open General Lincence.

(*a*) Two copies of seller's pro-forma invoice which should show the following details:

(i) quantity of goods.
(ii) Full description of the goods. If the description on the pro-forma invoice is not adequate, importers will be required to submit the necessary details by annexing specifications, contract, or other suitable document.
(iii) Country of shipment.
(iv) Whether the goods will come by air, sea, land or by parcel post. The Bank reserves the right to refuse the importation by air freight or parcel post.

(*b*) Form EXCI in quadruplicate duly completed and signed by an authorised person. Forms EXCI are obtainable from any branch of The National Bank of Commerce.

2 The Bank will send:

(*a*) The original of form EXCI to General Superintendence Company Ltd. formally and specifically requesting that they carry out pre-shipment inspection and price comparison in respect of the goods in question.

(*b*) The duplicate and triplicate copies of Form EXCI to the importer's bankers.

3 The Importer will:

(*a*) Collect the duplicate copy of Form EXCI from his bankers who will release it on the importer paying 1% (one per cent) of the FOB value of the goods as shown on the pro-forma invoice.

(*b*) Send the copy to the foreign seller instructing him to contact the inspection agency at the address shown by the Bank on form EXCI.

4 The authorised bank will at the end of each month send the money collected on behalf of the Bank to the Central Accounting Department, NBC Head Office who will credit the Bank of Tanzania's account with advice to the Exchange Control Department. At the same time, authorised banks will send their copies of EXCI forms which have been exhausted to the Exchange Control Department.

5 When General Superintendence Company Ltd. give their Report of Findings, the original and one copy shall be given to the seller who should promptly send the copy to the importer.

The exporter/importer shall use the report if it is a 'clean' one, to effect transfer of funds as laid down in Circular No. 203.

EDB ext. 471/472/473/462

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

South Africa

CUSTOMS TARIFF APPLICATION: Customs Tariff Application List 572, published in the South African *Government Gazette* of November 3, contains an application to the Board of Trade and Industries for increase in duty on:

Transmission and conveyor belts of artificial resins or plastic materials; also transmission belts or belting and conveyor or elevator belts or belting of textile material whether or not strengthened with metal or other material.

Self-drilling anchors of iron or steel for use in concrete, brick or stone and expander plugs therefor.

Grinding wheels of resin-bonded diamond.

Saddles of artificial resins or plastic materials for fixing cables and wires to walls and panels.

British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association. Any firm proposing to make independent representations to the South African authorities and requiring further information concerning the application should address inquiries to Commercial Relations and Exports Division.

CRE ext. 2274

CUSTOMS TARIFF CHANGES: The following changes were notified in the South African *Government Gazette* of October 13,:

Specific provisions, free of duty, is made for microfilm and microfiche, being film for optical projection, consisting wholly of microphotographs of books, publications and other documents (BN 37.05)

Specific provision, at a rate of duty of 15 per cent, is made for thimble roller conveyor chain and parts thereof, of steel (BN 73.29.45)

EDB ext. 471/472/473/462

Patent Office publications for industry

The Patent Office offers industry a wide range of publications. These include the Official Journal (Patents), the Trade Marks Journal, British Patent Specifications, Illustrated Abridgements of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, and 50-year subject matter file lists of British Patent Specifications. Details of these and other publications may be obtained by post from Sale Branch, the Patent Office, Orpington, Kent, BR5 3RD; or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, WC2.

Thailand

EXHIBITING THE VOLUME OF COMMODITY PACKAGES: It was announced in *Trade and Industry* of September 14 (page 463) that certain types of packaged commodities should display the net volume on the outside of the package with effect from October 19. The Thai Government have extended the enforcement date of the law by six months. **CRE ext. 3348/2252**

Australia

TARIFF BOARD (DUMPING) INQUIRY ON PHOTOGRAPHIC PAPER AND FILM: The Australian Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the following questions arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act 1961-65:

(a) whether unexposed sensitised photographic paper and film other than cinematographic film (tariff items 37.01, 37.02 and 37.03) is being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;
(b) whether, if the answer to (a) is in the affirmative, the exportation of those goods is causing or is threatening injury to an Australian industry.

The matter has been reported by the British High Commission at Canberra which has been asked to notify the Australian authorities as soon as possible of United Kingdom interests proposing to give evidence; notification in this instance must be given to the Australian authorities not later than November 22. Before that date, therefore, United Kingdom trade associations or firms intending to submit evidence to the Tariff Board should advise the Commercial Relations and Exports Division, quoting reference CRE 2166/72. Evidence may be submitted to the Tariff Board either directly by the firm or trade association concerned or through the facilities provided by the Australian British Trade Association, 21 Tothill Street, London SW1 (tel. 01-799 7447). The Association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member. The inquiry supersedes that published in *Trade and Industry*, December 16, 1971 (page 594). **CRE ext. 2318/2319**

RESULT OF TARIFF BOARD INQUIRY ON PYRETHRUM: A notice was published in the *Board of Trade Journal*, July 22, 1970, to the effect that a reference had been made to the Australian Tariff Board in respect of pyrethrum (tariff item 13.03.900). The inquiry has been completed and as a result no change has been made in the rate of duty. **EDB ext. 401/468/469**

RESULT OF BY-LAW TARIFF BOARD INQUIRY ON PARTS FOR BALL POINT PENS: A notice was published in *Trade and Industry*, February 27, 1972, to the effect that a reference had been made to the Australian Tariff Board in respect of by-law entry of original parts for ball point pens (tariff item 98.03). The inquiry has now been completed and as a result, all parts for use as original components in the assembly or manufacture of ball point pens of a kind which are normally sold at a retail price in excess of 2.50 dollars each will be admitted under by-law. **EDB ext. 401/468/469**

TARIFF BOARD INQUIRY ON PAPER AND PAPERBOARD: The Australian Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of paper and paperboard (tariff items 48.01.920, 48.03.200, 48.03.900, 48.05.300, 48.05.900, 48.06, 48.07.620, 48.07.710, 48.07.720 and 48.07.790). Details of the tariff items under which the goods are dutiable may be obtained from Tariff Section, Export Data Branch (ext. 468/469/401).

The matter has been reported by the British High Commission at Canberra which has been asked to notify the Australian authorities as soon as possible of United Kingdom interests proposing to give evidence; notification in this instance must be given to the Australian authorities not later than November 22. Before that date, therefore, United Kingdom trade associations or firms intending to submit evidence to the Tariff Board should advise the Commercial Relations and Exports Division, quoting reference CRE 2165/72. Evidence may be submitted to the Tariff Board either directly by the firm or trade association concerned or through the facilities provided by the Australian British Trade Association, 21 Tothill Street, London SW1 (tel. 01-799 7447). The Association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member. **CRE ext. 2318/2319**

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

New Zealand

EMERGENCY PROTECTION AUTHORITY—MARINE JET ENGINES AND MOTORS—WOVEN FABRICS MADE FROM BULK CONTINUOUS FILAMENT SYNTHETIC YARNS: The New Zealand Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect of:

1. Marine jet engines and motors.
2. Woven fabrics made from bulk continuous filament synthetic yarns weighing not less than 5 oz. per square yard.

Details of the tariff items under which the above mentioned goods are dutiable are given below:

Tariff item	Unit	British preferential	Most favoured nation	General
84.08.200		Free	10%	25%
ex 51.04.069	sq. yd.	Free	15%	15%

The Emergency Protection Authority is required to report to the Minister by November 16 and November 27 respectively. In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their agents or the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand (telegraphic address 'Transtrade', tel. Wellington 43-706). The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member: details may be obtained from the BTANZ.

Any British trade association or firm requiring further details or proposing to submit evidence is asked to advise the Commercial Relations and Exports Division. Ref. CRE 1191/72. CRE 1192/72. **CRE ext. 2321**

United States

BUY-AMERICAN LEGISLATION — SPECIALITY STEELS: *Trade and Industry*, October 26, page 172, reported on the progress of the United States Department of Defense Appropriations Bill, which included an amendment to exclude purchases of speciality steels and certain metals which have not been produced in the United States. This restriction will affect sales to the US Department of Defense of machinery incorporating such metals. The Bill has been signed into law with the amendment included. **CRE ext. 2647**

There are two sides to the Qantas goods story.

Qantas Cargo's new low rates to Australia compare favourably to charter rates. And that's only half the story.

But what a half!

Containerised or unitised cargo, 800 kilos and over, now goes for just £1·20 per kilo.

Containerised cargo can be loaded and unloaded quicker, too – so you save time. And, there's no risk of damage or pilferage.

Never rate a cargo service on rates alone. In addition to new low rates, Qantas offer you daily direct flights to Australia, flying direct either to the major Sydney or Melbourne markets with no costly, delaying transhipments.

Qantas late afternoon take-offs are ideal for today's exporter.

Ring Qantas. Or your freight forwarder. And get a better run for your money.

The direct cargo service to Australia now at a new low rate.

QANTAS CARGO

The marketing edge.

For reservations, phone Qantas Jetlift 01-890 8822. Telex 934286

QANTAS WITH BOAC, SIA

Jamaica

INDUSTRIAL INCENTIVES LAW 1956—PLYWOOD: The Jamaican Minister of Industry and Tourism is considering whether plywood should be declared 'approved products' for the purposes of the Industrial Incentives Law 1956: 'Approved manufacturers' of this product will enjoy income-tax relief, duty-free imports of building materials, plant, machinery, etc., and other concessions. Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaica Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

CRE ext. 2627

St. Vincent

CHANGES IN THE TARIFF CLASSIFICATION SYSTEM, CONSUMPTION TAX AND SURTAX: Under the provisions of the Customs Duties (Amendment) Act 1972 St. Vincent changed over to the Brussels Nomenclature system of tariff classification with effect from October 1. From that date some changes were introduced in rates of duty of the Consumption Tax and Surtax. British exporters with inquiries should specify the items in which they are interested. **EDB ext. 7312/474/476**

Panama

TARIFF AMENDMENTS: Panamanian Cabinet Decrees 145 and 148 of September 7 introduce the following changes in the tariff with effect from November 6.

Tariff no.	Description	Duty
841.19.06	Corsetry etc.—delete brassieres from this heading	
	Insert the following headings:	
841.19.07	Brassieres with an fob value exceeding US $57.00 per dozen	10% *ad valorem*
841.19.08	Brassieres with an fob value not exceeding US $57.00 per dozen	$15 per gross kilo or 10% *ad valorem*
899.07.03	Plastic clothes-pegs, trays, basins, 6 to 14 oz. tumblers, and kitchenware with self-sealing covers	$5.00 per gross kilo
899.11.10	Plastic crates, with divisions, of the kind used for beer and soda bottles	$5.00 per gross kilo
899.11.12	Balls of PVC or plastic	$5.00 per gross kilo
	Delete the following:	
899.15.99	Balls, toy balloons and other games and toys, nes	5% *ad valorem*
	and insert:	
899.15.99	Balls, toy balloons and other games and toys, except of plastic and PVC	5% *ad valorem*
	Delete the following:	
899.99.07	Hairdressing and dress combs, of any material except precious metals	15% *ad valorem*
	and insert:	
899.99.07	Hair-dressing and dress combs of any material except precious metals and plastics	15% *ad valorem*

EDB ext. 474/476/7312

WHO'S WHO IN CANADA

(1971-72)

$35

MARKETS IN EUROPE 9th edition £2.50

'OVERSEAS DIRECTORIES & SUBSCRIPTIONS' £2.50 (Airmail Edn.) 8oz. Directories Only. £1.50 (Air $10.—)

PUBLISHING & DISTRIBUTING CO. LTD.

177, REGENT STREET, LONDON, W.1

Tel.: 01-734 6534/5 Telex WESTCHAM LONDON 268312/PUBDISCO

Ecuador

TARIFF AMENDMENTS: Supreme Decree 962 makes the following changes to the Ecuadorean tariff:

Tariff no.	Description	*Ad val* cif	Sucres per KN
48.07.01.00	Couche and semi-couche paper:		
48.07.01.01	With parallel water marks, 4 to 6 cm apart, for printing books and magazines	50%	3.00
48.07.01.99	Other	50%	3.00
48.07.02.00	Coloured or printed papers:		
48.07.02.01	Papers coloured or printed on 1 side, called 'brillante'	50%	2.00
48.07.02.99	Other	50%	5.00
48.07.03.00	Carbon paper and the like	50%	12.00
48.07.04.00	Tarred papers, whether or not strengthened	35%	
48.07.05.00	Oiled, paraffined or waxed	35%	
48.07.06.00	Gummed	50%	5.00
48.07.07.00	For joints	35%	
48.07.08.00	Electric insulators	35%	
48.07.09.00	Reagent paper	35%	
48.07.10.00	Impregnated or coated with synthetic or artificial resins	35%	
48.07.11.00	Stencil paper for stencils for duplicators	50%	5.00
48.07.89.00	Other:		
48.07.89.01	Base for non-carbon copying papers	35%	
48.07.89.99	Other	50%	5.00
68.13.01.00	Fibres, carded or worked in other ways, including mixtures with other materials	40%	1.00
68.13.02.00	Thread, twine, cord or tapes	40%	1.00
68.13.03.00	Rolls, sheets or plates (fabrics, felts, papers and boards)	40%	1.00
68.13.04.00	Articles or manufactures of asbestos:		
68.13.04.01	Clothing	35%	
68.13.04.02	Gaskets	40%	1.00
68.13.04.99	Other	50%	10.00
68.14.01.00	Unfinished friction materials	40%	1.00
68.14.02.00	Finished friction material	40%	1.00
76.04.01.00	Without backing, coating, printing or other work (embossed, cut, perforated, etc.)	35%	
76.04.89.00	Other:		
76.04.89.01	Unprinted	40%	2.50
76.04.89.99	Other	40%	10.00

Supreme Decree 1031 makes the following alterations to the Ecuadorean tariff:

Tariff no.	Description	*Ad val* cif	Sucres per KN
28.08.01.00	Sulphuric acid:		
28.08.01.01	Electrolytic	20%	0.15
28.08.01.99	Other	35%	
28.08.02.00	Oleum	35%	
32.13.01.00	Printing inks	15%	0.40
32.13.02.00	Other:		
32.13.02.01	For machines and copying apparatus	30%	0.40
32.13.02.02	For stamping	50%	0.40
32.13.02.99	Other	50%	8.00
73.40.01.00	Manufactures of wrought cast iron	40%	4.00
73.40.02.00	Manufactures made from castings or mouldings of iron or steel, in the rough	40%	4.00
73.40.03.00	Manufactures made from forged iron or steel in the rough	40%	4.00
73.40.89.00	Other:		
73.40.89.01	Cages	70%	20.00
73.40.89.02	Tape spools for machines	40%	4.00
73.40.89.99	Other	40%	20.00
74.18.00.02	Bathroom accessories	50%	10.00
83.07.90.02	For kerosene lamps	30%	6.00
83.07.90.99	Other	70%	40.00

EDB ext. 474/476/7312

FOREIGN MANUFACTURERS OF PHARMACEUTICALS—AMENDED REGULATIONS: Supreme Decree 1076-B of September 16, 1972, modifies Supreme Decree 372-C of August 31, 1970, which set out regulations for the manufacture in Ecuador by foreign firms of pharmaceutical preparations for human and veterinary use and cosmetics. Under the new decree importation of pharmaceutical preparations for human and veterinary use and cosmetics imported in bulk to be packed in the country is prohibited from the time that they are substituted by national production. Imports of medicines for hospital use made by Institutions or Health Board organisations are exempt from this rule. Copies of both decrees, in Spanish, are available on request. **EDB ext. 474/476/7312**

Colombia

DUTY CHANGES: The Colombian authorities have altered the rates of duty on the following products:

Tariff no.	Description	Duty *ad val* cif
Decree 1100/72 alters the rate of import duty on:		
29.04.A.III	Butyl alcohol	20%
32.05.B	Organic luminophores	20%
40.12.B	Contraceptives	60%
73.21.A	Doors, windows, shutters, balustrades, grilles and the like	50%
73.23.B.III	Other	45%
73.25	Stranded wire, cables, cordage, ropes, plaited bands, slings and the like, of iron or steel wire, but excluding insulated electric cables	50%
73.26	Barbed iron or steel wire; twisted hoop or single flat wire barbed or not, and loosely twisted double wire, but excluding twisted double wire, of kinds used for fencing of iron or steel	65%
73.30	Anchors and grapnels and parts thereof, of iron or steel	45%
73.31	Nails, tacks, staples, hook-nails, etc. or iron or steel	80%
73.32	Bolts and nuts, etc., of iron or steel	80%
73.34	Pins, etc., of iron or steel	60%
73.38.B	Domestic articles, gold or silver plated	80%
73.38.C	Other domestic articles	100%
73.39	Iron or steel wool; pot scourers and scouring and polishing pads, gloves and the like, of iron or steel	60%
73.40.A	Of cast iron, unwrought	60%
73.40.B	Cast or moulded articles, of steel, unwrought	60%
73.40.D.I.b	Other articles of iron or steel wire	80%
74.13	Chain and parts thereof, of copper	60%
74.14	Nails, tacks, staples, etc., of copper	50%
74.15	Bolts and nuts, etc., of copper	50%
74.18	Other domestic articles, of copper	80%
74.19.A	Unfinished other articles, of copper	60%
74.19.B.II	Other	100%
75.06.A.I	Unwrought, cast, stamped or forged nickel articles	50%
75.06.B.II	Other articles of nickel, nes	50%
76.16.B.I.a	Nails, rivets, screws, bolts and similar articles of aluminium	50%
Decree 1145/72 alters the rate of duty on:		
84.06.A	Aircraft engines	5%
84.08.A	Other engines, for aircraft	
Decree 1146/72 alters the rate of duty on:		
53.01.A	Greasy or fleeced washed wool	6%
53.01.B	Washed or degreased wool	8%
Decree 1148/72 alters the rate of duty on:		
29.25.A	Urea with a proportion of nitrogen greater than 45% in weight, in the dry state	1%
Decree 1201/72 alters the rate of import duty on:		
84.06.B.I	Outboard motors	25%
84.06.B.II.a	Diesel engines for ships	25%
84.06.B.II.b	Other engines for ships	20%
84.65.A	Ships' screws and paddle-wheels	15%

NEW TARIFF HEADINGS: Decree 1147/72 introduces the following new tariff headings to the Colombian tariff:

Tariff no.	Description	Duty *ad val* cif
43.03.A	Opossum skins in strips of 1, 9 to 2, 2 cm width, for the exclusive use of the textile industry	90%
43.03.B	Other furskins	150%
48.07.C.VI.a	Fourdrinier paper waterproofed with latex, PVC and nitrile rubber in a concentration of not more than 52%	20%
48.07.C.VI.b	Special for making abrasive papers formed by various layers on a base of wood pulp and/or rags and/or cotton with an approximate weight of 220 g per sq. m, thickness of 0.25 mm and approximately 5% of impregnating materials	
	Width greater than 62 cm	20%
48.07.C.VI.c	Other	70%
65.07.A	Harnesses for safety nets	50%
65.07.B	Other	150%

Goods under the following tariff numbers are prohibited: 43.03.A; 43.03.B; 65.07.A; 65.07.B

EDB ext. 474/476/7312

Uruguay

SPECIAL CONCESSIONS ON MACHINERY FOR FOOTWEAR INDUSTRY: Uruguay Decree 586/972, recently published, grants exemption from all customs duties, surcharges, prior deposits, taxes, etc., levied at the time of import on machinery destined exclusively for the finishing of tanned hides or for the enlargement or modification of existing installations. These concessions will remain in force for two years. However, certain requirements must be satisfied before total exemption is granted. Further details or an unofficial translation of this decree may be obtained from Tariff Section. **EDB ext. 474/476/7312**

Chile

DUTY CONCESSION ON CARBON STEEL FOR CABLES: Chilean Decree 1525/72, published in the *Diario Oficial* of October 13, announces temporary duty concessions on 'carbon steel' falling under tariff headings 73.14.99.99 and 73.15.01.02 provided that it is intended for the manufacture of steel cables. These goods will remain free of duty for a period of 60 days as from the date of publication. The decree also grants duty concession on 'carbon steel' under Tariff number 73.14.01.00, which may be imported at a duty rate of 50 per cent *ad valorem* cif for a period of 60 days.

EDB ext. 474/476/7312

IMPORT DUTY AMENDMENT ON CERTAIN WATCHES: Chilean Decree 1493/72, published in the *Diario Oficial* of October 13, fixes the rate of *ad valorem* duty on 'watches in cases of precious metal' (tariff number 91.01.02) at 200 per cent cif.

EDB ext. 474/476/7312

Brazil

DUTY CHANGES: The following changes in customs duty have been announced by the Brazilian authorities:

Duty-free import of radiography and radiotherapy apparatus: Brazilian Customs Policy Council Resolution 1384 published on August 16 provides for the duty-free import of some types of radiography and radiotherapy apparatus (tariff heading 90.20).

Duty increase and reference price for styrenes: Customs Policy Council Resolution 1385 published on August 16 introduces a reference price for styrene monomer of US $140 per ton, cif. The price will be reviewed after a period of six months.

Resolution 1386 increases the import duty on styrene from 20 per cent to 50 per cent *ad valorem*, cif (tariff heading 29.01.35.00).

Duty increased on methyl methacrylate: Customs Policy Council Resolution 1387 published on August 16 increases the import duty on methyl methacrylate (tariff heading 29.14.18.05) from 17 per cent to 47 per cent *ad valorem* cif for a period of one year.

Under Resolution 1389, published on the same day, duty free imports may be allowed if the importer purchases a specified amount (currently 900 per cent of the quantity he wishes to import) from Brazilian sources.

Duty-free import of acetone cyanohydrine: Customs Policy Council Resolution 1388 published on August 16 exempts acetone cyanohydrine from import duty (normally 30 per cent *ad valorem* cif) for a period of one year (tariff heading 29.27.07.00).

Duty exemption on hides extended: Customs Policy Council Resolution 1390 published on August 16 extends the exemption from duty under Resolution 1095 of September 9, 1971 on tariff heading 41.01.03.00 (raw hides, of bovines other than of elk, deer, reindeer and calf) for a further year. **EDB ext. 474/476/7312**

(continued on next page)

ENGLISH EXPORTERS (LONDON) LTD.

70 Baker Street, London, W.1.

Telephone: 01-486 4671 (7 lines) *Telex:* 22794 *Cables:* ENGLEXPORT London

We offer our services to manufacturers concerning their exports to anywhere in the World without charge to them and pay here against shipping documents.

WE SPECIALISE IN SWITCH, TRIANGULAR AND BARTER TRANSACTIONS.

BRAZIL
continued

FOREIGN LOANS: On October 19 the Brazilian National Monetary Council introduced a 25 per cent cruzerro deposit on all foreign loans. The relevant Resolution issued by the Central Bank stipulates:

> Authorisations for the entry of short-term resources granted so far by SUMOC Instruction No. 289 will be maintained.
>
> The value of the 25 per cent deposit on foreign currency loans must be paid to the Central Bank on the same day on which the relevant exchange contract is settled and registered in an amount equivalent to the foreign currency.
>
> The deposit made in compliance with the above shall be refunded at the time of amortization of the foreign debt, in the same proportion as exists between the value of each payment to be discharged and the total of the loan registered with the Central Bank.
>
> In the event of suspension of the measure, refund of the deposit will be made within 180 days from the date of the National Monetary Council's decision.
>
> The deposit is not required in the case of renewal of operations already registered with the Central Bank, provided that the conditions regarding time limits prevailing at the time of renewal are observed.

The National Monetary Council also cancelled SUMOC Instruction No. 289. **CRE ext. 2293**

DUTY REDUCED ON SODIUM FORMATE: Customs Policy Council Resolution 1392 published on August 30 reduces the duty on sodium formate (tariff heading 29.14.13.16) from 30 per cent to 15 per cent *ad valorem* cif for one year.

REFERENCE PRICES ON BEARINGS MAINTAINED: Brazilian Customs Policy Council Resolution 1393 published on August 24 extends the application of reference prices to the following headings for a further six months:

84.62.01.00	Ball bearings
84.62.02.00	Roller bearings
84.62.02.00	Cone bearings
84.62.98.00	Parts

Reference prices for these products were introduced by Resolution 1093 of August 24, 1971.

REFERENCE PRICES FOR CALCIUM HYPOCHLORITE AND LITHARGE: Customs Policy Council Resolution 1398 published on September 20 introduces the following reference price:

28.31.04.00	Calcium hypochlorite	US $ 145.00 per ton cif

Customs Policy Council Resolution 1399 published on September 20 which came into effect 15 days later, introduces the following reference price:

28.27.01.00	Litharge	US $ 350.00 per ton cif

EDB ext. 474/476/7312

The BBC Export Promotion Service

The primary aim of the BBC Export Promotion Service is to report Britain's progress as an industrial and trading nation and thus help to promote a favourable climate for exports. Every day the BBC tells the world about British business, industry, finance, technology, agriculture and science. It reports British achievements, progress and know-how, using the expert knowledge of its specialist reporters. Products and manufacturers are named in these industrial broadcasts and inquiries resulting are passed on to manufacturers. The BBC broadcasts overseas in English and 39 other languages. Manufacturers who have an interesting story about British inventions, new products, unusual or striking export achievements, participation in overseas fairs, visits abroad, etc., are invited to contact the BBC. Telephone the Export Liaison Manager, BBC External Services, at 01-240 3456, Ext. 293/2039 or write; Export Liaison Manager, BBC External Services, Bush House, London WC2B 4PH.

Bolivia

DEVALUATION: The Bolivian Government announced on October 27 a devaluation from 11.88 pesos to the US dollar to 20 pesos to the US dollar. This represents a devaluation of 40.6 per cent and is to be backed up with a supplementary package of fiscal, monetary and income measures. **CRE ext. 2289**

Peru

METAL MANUFACTURING UNDER THE ANDEAN PACT: *Trade and Industry*, October 5, page 10, carried a notice about the allocation within the Andean Pact of production of some 200 metal manufactures. Any British firms interested in collaborating in resulting Peruvian production projects are recommended to contact Ing Lander Pacora of the Corporacion Financiera de Desarrollo (COFIDE) at Edificio Sud America, Av Inca G de la Vega 1456, Lima. COFIDE is hoping to co-ordinate requests by the Peruvian private sector to set up the plants for production of metal manufactures assigned to Peru. **CRE ext. 2288**

drilling & blasting . . . . is our business

With specialist staff and modern plant ROCK FALL operate in an international market . . .
ON LAND, OVER WATER & UNDERGROUND

- Drilling & Blasting for rock excavations in bulk and controlled form
- Shothole drilling for quarrying, mining and tunnelling
- Controlled explosives engineering for demolition, terrain clearance and foundations
- Exploration drilling and site investigations • Water well drilling
- Special drilling requirements, including pile anchors, large diameters, etc.

ROCK FALL COMPANY LTD
DEALSTON ROAD, BARRHEAD, GLASGOW
Telephone: 041-881-2361/2/3.
Telex: 77504 Cables: ROCKFALL BARRHEAD

Send for descriptive brochure of ROCK FALL activities as
SHOTHOLE & EXPLORATORY DRILLING CONTRACTORS & EXPLOSIVE ENGINEERS FOR OPERATIONS ON LAND & OVER WATER

• Member of the Bos Kalis Westminster Dredging Group •

Close ties with the Netherlands never more important

—Mr. Peter Emery

At the Anglo-Dutch business co-operation conference dinner organised by the London Europe Society, the Netherlands Ambassador, Baron Gevers (second from right), is seen with Mr. Peter Emery, Parliamentary Under-Secretary of State for Industry (left), and two officers of the London Europe Society—Mr. J. A. Senior, chairman, and Mrs. H. Lewis-Jones, vice-chairman.

'THE close working between Britain and the Netherlands has never been more important than it is at the moment and will be in the ensuing years,' said Mr. Peter Emery, Parliamentary Under-Secretary for Industry, in London last week. Addressing the London Europe Society's Anglo-Dutch business co-operation conference dinner, Mr. Emery said of the Dutch that 'no nation, Government or people have worked more strongly in order to ensure that Britain might become part of the European Community.

'We both lack sufficient natural domestic resources to support our economic activities; both need to pursue international, commercial and industrial policies which lead to the growth of trade and commerce; we both, with our imperial past, recognise the part that we, as nations, have played and ought to continue to play in bringing a fair and regulated structure to the international and commercial relationships of nations. It may even be because of our imperial past that we see the major role that Europe needs to play in the world of today, and we recognise the duties which the prosperous nations should have towards the less developed countries of the world.

'It is interesting to note that there are only three countries in the world to which Great Britain sells more exports, and in the same way there are only three nations from which we buy more.

'It is interesting also to see the type of industrial co-operation, which often is an example for other nations. Royal Dutch Shell and Unilever are examples which are known wherever business is done. However, the diversity of Anglo-Dutch co-operation goes much

(continued on next page)

ARE YOU READY FOR THE COMMON MARKET?

We are. For details of our regular, fast and low-cost groupage services to all Common Market Countries, and the ways we will help you with tariffs and export Customs transit procedures, contact your local Lep Transport Office, or:

Lep

Continental Export Dept., Lep Transport Ltd.,
Sunlight Wharf, Upper Thames Street,
London, EC4P 4AD.
Telephone: 01-236 5050, Telex: 887282/3.

further. The British Oxygen Company co-operates with Holec of Hengelo in products and processes for arc welding; Holec's Nijmegen subsidiary, Willem Smit, co-operate with Brentford Electric in designing and constructing high-precision power supplies for a new atom-smasher near Hamburg; Rutges Internationale of Gouda and Channelflow Freight Services run a joint ferry service between Dutch and Scottish ports; the Fokker F28 Fellowship aircraft, that excellent example of Dutch initiative, could not fly without British help—we make the wings!

'Within the EEC I have no doubt that these examples will be multiplied many times over. Thus, we want and need to co-operate with the Dutch to ensure our business prosperity and to strengthen the success of EEC policies. This will lead to an increasing share in international and in internal EEC trade. This will bring about the strengthening of the Community's voice in the wider international scene.'

New EC legislation

Further information on the items in this section is available from Department of Trade and Industry, Export Data Branch (EDB), Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, extension as indicated at end of each item), or Commercial Relations and Exports (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel. 01-222 7877).

COMMON AGRICULTURAL POLICY: The texts of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*. The French texts may be seen on application.

Fisheries. Regulation (CEE) No. 2243/72 amends Regulation (CEE) No. 1468/71 stating the conditions for the granting of financial compensation for certain fish products. (*Journal Officiel* No. L241, October 24, 1972)

Wines. Regulation (CEE) No. 2244/72 relates to the third amendment of Regulation (CEE) No. 2005/70 on the classification of vine varieties. (*Journal Officiel* No. L242, October 25, 1972)

Milk and milk products. Regulation (CEE) No. 2267/72 amends Regulations (CEE) No. 1108/68 and No. 685/69 in so far as it concerns the payment for powdered skimmed milk and butter bought by intervention agencies. (*Journal Officiel* No. L244, October 27, 1972)

Correction. The *Journal Officiel* No. L241 dated October 24, 1972 contains a correction to Regulation (CEE) No. 990/72 relating to procedures for the granting of aid for skimmed milk processed into compound feeding stuffs and skimmed milk powder intended for animal feeding stuffs.

Oils, fats and oilseeds. Regulation (CEE) No. 2268/72 amends Regulations No. 785/67/CEE and No. 282/67/CEE in so far as it concerns the price to be paid by intervention agencies in the fats sector. (*Journal Officiel* No. L244, October 27, 1972)

Regulation (CEE) No. 2269/72 completes Regulation (CEE) No. 1576/72 relating to the differential amounts for colza and rape seeds. (*Journal Officiel* No. L244, October 27, 1972) **EDB ext. 7174/408**

UNCTAD GENERALISED PREFERENCES SYSTEM: *Trade and Industry* dated January 27, 1972 contained a notice about a number of Regulations setting up tariff quotas and opening tariff preferences for certain products originating in developing countries for the period January 1 to December 31, 1972. The texts of the following Regulations and notices reimposing the Common Customs Tariff duties on certain of these products have been published in the *Journal Officiel des Communautés Européennes*. The French texts may be seen on application:

EEC Common Customs Tariff no.	Description of goods	Country of origin	Full rate of duty payable from	Tariff quota or preference set up by Reg. No.
Regulation (CEE) No. 2213/72				
58.01	Carpets, carpeting and rugs knotted (made up or not): B. of silk, waste silk other than noil, synthetic fibres, yarn falling within heading No. 52.01 or of metal threads	Developing countries	October 22, 1972	2799/71
	(*Journal Officiel* No. L137, October 19, 1972)			
Notice in *Journal Officiel* No. C108, October 14, 1972				
55.05	Cotton yarn, not put up for retail sale: B. Other II. not specified: single measuring per kg more than 40,000 m up to 80,000 m	United Arab Republic	October 14, 1972	2796/71
55.09	Other woven fabrics of cotton: A. containing not less than 85 per cent by weight of cotton: II. Other Calico of a width of not less than 85 cm up to 115 cm	United Arab Republic	October 14, 1972	2796/71
Regulation (CEE) No. 2225/72				
69.08	Other flags and paving, hearth and wall tiles	South Korea	October 23, 1972	2795/71
	(*Journal Officiel* No. L238, October 20, 1972)			
Notice in *Journal Officiel* No. C109, October 16, 1972				
85.03	Primary cells and primary batteries	Hong Kong	October 17, 1972	2794/72

EDB ext. 7174/408

IMPORTS FROM NON-MEMBER COUNTRIES: The *Journal Officiel des Communautés Européennes* No. L241 dated October 24, 1972 contains the text of Decision 72/359/CEE authorising France to exclude from Community treatment knitted or crocheted goods of textile materials other than cotton (CCT Nos. 60.02, 60.04 B, 60.05) originating in Hong Kong and freely circulating in the other Member States. **EDB ext. 7174/408**

EEC/EFTA Information Unit at DTI

The EFTA Information Centre at the Department of Trade and Industry has been expanded into the EEC/EFTA Information Unit.

EEC Information: The Unit is the Department's central inquiry point for general questions and, where necessary, will put inquirers in touch with appropriate specialists in the Department. Inquiries on specific matters, however, should continue to be addressed to the appropriate part of the Department dealing with the particular matter where this is known.

EFTA Information: The Unit will continue to disseminate information about the European Free Trade Association and to deal with general inquiries and advise on sources of more detailed information on EFTA. Copies of EFTA publications (including the Secretariat's regular EFTA Bulletin) can be obtained free of charge from the Unit.

The EEC/EFTA Information Unit is at DTI, 1 Victoria Street, London SW1H 0ET. Telephone: 01-222 7877. EEC Inquiries ext. 3579 or 2479, EFTA Inquiries ext. 2480 or 2479.

Certificates of Origin

Export Invoices for all Commonwealth Countries
Also E.F.T.A. Certificates

Complete price list on request

For our unequalled return of post service—write, wire or phone

THE CHATSWORTH PRESS & PAPER CO., LTD,
39, Waterloo Road, London, NW2 7TT *Tel.:* **01-452 9861 (3 lines)**

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average) estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1963 prices		at 1963 prices			at 1963 prices				at current prices		
Base of index	1963	1963	1963	1963	1963							
£m in base year	26,853	20,130	4,994	1,058	1,012	series in £ million				series in £ million		
1967	113	110	132	123	124	186	−37	13	22	−315	−557	242
1968	117	113	139	132	145	161	23	75	41	−271	−648	377
1969	119	113	138	141	150	342	232	26	27	444	−143	587
1970	121	116	142	151	168	265	214	42	13	681	12	669
1971	123	119	141	140	165	24	−153	−4	36	1,040	299	741
1970 2nd qtr	121	116	144	150	172	97	55	11	14	128	−41	169
3rd qtr	122	117	141	151	166	103	44	7	—	81	−72	153
4th qtr	123	118	144	157	174	81	72	23	15	228	60	168
1971 1st qtr	120	116	140	145	156	89	41	−1	−44	124	−67	191
2nd qtr	122	119	141	137	168	−67	−114	11	38	295	113	182
3rd qtr	123	120	141	142	168	−34	−59	−9	6	364	177	187
4th qtr	124	122	142	135	167	36	−21	−6	36	257	76	181
1972 1st qtr	121	123	145	139††	167	−154	−110	−6	−29	58	−125	183
2nd qtr	125	126	144	126††	185	−86	−136	−6	31	77	−84	161
% change latest 2 quarters:												
on prev. 2 quarters	−0.3	+2.6	+2.3	..	+4.8							
on a year earlier	+1.8	+5.9	+3.1	..	+8.6							

	Index of industrial production		Personal expenditure		Prices and costs					Labour			Trade§	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Index of retail prices	% increase on a year earlier	Index of wholesale prices: all manufacturing industry: basic materials and fuel used‡	Index of wholesale prices: all manufacturing industry: manufactured products: home sales‡	Basic hourly wage rates of manual workers (all industries and services)‡	Wholly unemployed excluding school leavers and adult students: mid-month count	Wholly unemployed excluding school leavers and adult students: % of total employees	Unfilled vacancies for adults: mid-month count	Exports	Imports
			at 1966 prices	monthly averages									at current prices	
Base of index	1963	1963	1966		Jan 16, 1962		1963	1963	Jan 31, 1956†				1963	1963
£m in base year			11,372	thousands						thousands		thousands	4,282	4,362
1967	113.9	114.2	101.1	93.1	119.4	2.5	107.5	110.9	175.3	510	2.2	174	120	130
1968	119.8	121.4	103.1	93.1	125.0	4.7	117.3	115.3	187.3	538	2.3	188	147	159
1969	122.9	125.6	102.4	82.3	131.8	5.4	121.4	119.8	197.4	531	2.3	200	165	165
1970	124.2	127.2	103.6	91.4	140.2	6.4	126.2	127.7	217.7	568	2.5	186	184	181
1971	125.0	126.9	103.8	108.5	153.4	9.4	132.6	137.7	246.4	737	3.2	129	205	195
1970 3rd qtr	124.5	127.4	104.0	93	141.1	6 9	124.9	128.7	219.5	571	2.5	185	175	178
4th qtr	125.0	128.8	103.6	93	144.0	7.7	127.3	131.4	228.3	582	2.5	176	199	190
1971 1st qtr	124.5	126.7	101.8	91	147.9	8.6	129.7	134.4	237.5	634	2.8	150	186	189
2nd qtr	125.2	127.2	103.2	95	153.2	9.8	133.1	137.2	242.4	709	3.1	128	212	197
3rd qtr	125.6	127.2	104.4	116	155.3	10.1	134.1	139.2	248.6	772	3.4	119	214	194
4th qtr	124.6	126.4	105.9	132	157.3	9.2	133.6	140.0	257.0	832	3.7	118	210	199
1972 1st qtr	122.2	125.1	106.1	121	159.7	8.0	135.0	141.6	265.9	870	3.8	124	204	212
2nd qtr	129.3	129.9	108.4	144	162.7	6.2	136.1	143.4	272.0	834	3.7	133	213	217
3rd qtr				142			138.9 p	146.0 p	103.4 p†	807	3.6	146	194 p	217 p
Feb	114.6	117.2	106.1	116	159.8	8.1	134.6	141.6	265.6	869	3.8	126	209	215
Mar	127.2	129.8	106.2	116	160.3	7.6	134.7	142.0	266.9	879	3.9	126	199	219
Apr	127.2	128.2	107.7	127	161.8	6.3	136.0	142.6	268.6	871	3.8	128	208	218
May	130.7	131.2	107.8	151	162.6	6.1	136.2	143.4	271.7	834	3.7	134	208	216
Jun	129.9	130 2	109.4	154	163.7	6.1	136.1	144.1	275.8	798	3.5	139	224	216
Jul	131.6	134.4	112.4	128	164.2	5.8	137.3	144.9	100 0†	803	3.5	140	209 p	197 p
Aug	130.0	132.8	111.9	157 ..	165.5	6.6	139.3 p	146.1 p	103.5	807	3.6	148	139 p	189 p
Sep				140			140.3 p	147.1 p	106.6 p	812	3.6	151	233 p	266 p
Oct										774 p	3.4 p	165 p		
% change latest 3 months:														
on prev. 3 months	+1.7	+2.1	+3.6	− 1.5	+1.8		+2.1	+1.9	..	−1.7		+13.4	−9.0	+0.1
on a year earlier	+3.8	+3.9	+7.1	+22.1	+6.2		+3.7	+4.9	..	+0.9		+30.4	−9.3	+12.2

(††) Not directly comparable with earlier figures; see Capital Expenditure article in *Trade and Industry*, Volume 7, No. 11, June 15, 1972.
(‡) Not seasonally adjusted. (†) New series from July 1972 based on July 31, 1972 = 100. (§) On a balance of payments basis.

SYMBOLS USED IN ALL STATISTICAL TABLES

.. not available	r revised
— nil or less than half the final digit shown	* five week period
p provisional	ø fifty-three week period

'Economic Trends' for October

THE October issue of *Economic Trends* (HMSO 63p) now published contains an article on international comparison of taxes and social security contributions. This brings up to date an earlier article which appeared in the May 1971 issue of *Economic Trends* by including information relating to 1970.

Included in the article are tables showing, for each of 14 leading industrial countries within the Organisation for Economic Co-operation and Development, taxes and social security contributions and subsidies as percentages of gross national product in 1968, 1969 and 1970 and for 1970 only the percentage composition of taxes and social security contributions divided into four major categories.

Business Monitor

THE following titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London SE1 9NH.

Production series

Monthly at £1 a year post free:

Engineering (volume indices of sales and orders) for May and June

Quarterly at 37½p a year post free:

Mechanical handling equipment for first quarter

Scales and weighing machinery and portable power tools for second quarter

Agricultural machinery (except tractors) for second quarter

Food and drink processing machinery and packaging and bottling machinery for second quarter

Men's and boys' tailored outerwear for second quarter

Scientific and industrial instruments and systems for second quarter

Wooden containers and baskets for second quarter

Metal furniture for second quarter

Biscuits for second quarter

Clay building bricks and other non-refractory goods for second quarter

Miscellaneous manufactures of paper and board for second quarter

Hats, caps and millinery for second quarter

Surgical instruments and appliances for second quarter

A complete list of titles of Business Monitors is available on application to Department of Trade and Industry, Room 306, Gaywood House, Great Peter Street, London SW1P 3LW.

United Kingdom official reserves in October

HM Treasury announce that the UK official reserves fell by $230 million during Octboer to stand at $5,859 million at the end of the month.

BSO Statistical Unit for Scotland

THE Government's Business Statistics Office at Newport, Monmouthshire, which is responsible for collecting a wide range of statistics from firms in industry and commerce, is to set up a small unit in Glasgow.

One of its main functions will be to assist firms with some of the technical problems that arise in completing their statistical returns. Generally, the unit will seek to maintain good relations on statistical matters with Scottish firms and will offer advice on the availability and use of Government statistics. This closer liaison should contribute to the Government Statistical Service's effort to improve the quality and timeliness of official statistics.

The unit will be located in the Office for Scotland of the Department of Trade and Industry. This is part of a pilot scheme to assess the usefulness of establishing similar BSO units throughout Great Britain.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, November 3, 1972. BR/E indicates that the film is a British quota film.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Pope Joan	BR/E 36458/5/11/77	111	October 31	Columbia-Warner Distributors Ltd.	Big City Productions Ltd.
Maharajah	BR/E 36459/5/11/77	28	October 31	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2265	BR/E 36229/5/11/77	7	November 3	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2265A	BR/E 36230/5/11/77	8	November 3	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
			FOREIGN		
The Glass House	F 36449	91	October 31	Scotia-Barber Distributors Ltd.	Tomorrow Entertainments Inc.
Keep On Rockin	F 36450	103	October 31	Fair Enterprises Ltd.	Pennebaker Inc.
Wild in the Sky	F 36451	88	October 31	Rank Film Distributors Ltd.	Bald Eagle Productions Inc.
Love Under Seventeen	F 36452	83	October 31	Butcher's Film Distributors Ltd.	Geisselgasteig Film GmbH, Munich
The Beginning	F 36453	89	October 31	Contemporary Films Ltd.	Sovexportfilm, Moscow
Death of a Bureaucrat	F 36454	84	October 31	Contemporary Films Ltd.	Distribuida Internacional de Peliculas, ICAIC, Havana
Lucia	F 36455	153	October 31	Contemporary Films Ltd.	Distribuida Internacional de Peliculas, ICAIC, Havana
The First Charge of the Machete	F 36456	80	October 31	Contemporary Films Ltd.	Distribuida Internacional de Peliculas, ICAIC, Havana
Winged Devils	F 36457	103	October 31	United Artists Corporation Ltd.	Vides Cinematographica SAS, Rome

Note:

In the list of films registered during the week ended Friday, October 27, the playing time of the film 'The Ragman's Daughter' (BR/E 36446/29/10/77) should read 94 minutes, and the name of the renter distributing the film in Great Britain should read Twentieth Century-Fox Film Co. Ltd.

ACMAX LIMITED

Prince Rupert House 64 Queen Street London EC4
Telephone 01-236 8304/5 Telex 886717 Cables Acmaxship Ldn

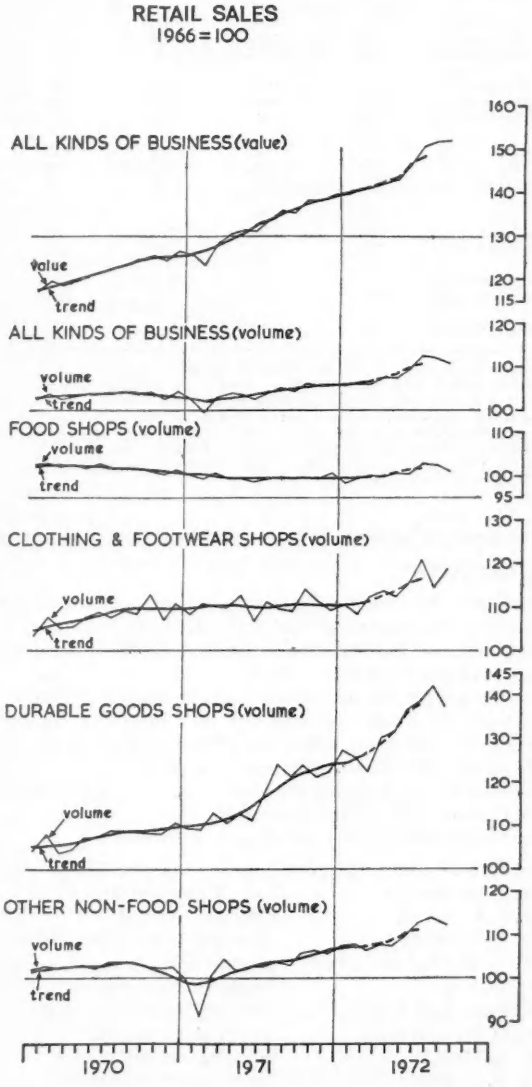
THE EXPORT FREIGHT FORWARDERS

Retail sales in September

THE seasonally adjusted index of the volume of retail sales in September is 110.9 (1966 = 100). Although this is less than the high figures for July and August, it is still well above the average second quarter level.

In the third quarter as a whole, the volume of total sales was 3 per cent more than in the second quarter and 7 per cent more than a year ago, confirming the strong growth in sales since the Budget.

Sales by durable goods shops in the third quarter were 5 per cent above the second quarter level, and sales by clothing and footwear shops and by other non-food shops (which include department stores and mail-order businesses) were each up by 4 per cent. Sales by food shops increased by 1½ per cent.



The indices for all shops, food shops and total non-food shops are shown to the first decimal place to help interpretation, but should not be regarded as necessarily accurate to the final digit. The best indication of the recent trend is normally obtained by comparing the average index for the latest three months with the average for the immediately preceding three months, but month to month fluctuations may sometimes make it preferable to average two or four months.

The monthly periods consist of four weeks except those marked * which are of five weeks. The September 1972 sales period was the five weeks from August 27, 1972 to September 30, 1972. The corresponding period in 1971 was from August 29, 1971 to October 2, 1971.

(†) Including department stores and mail order businesses.

r revised figure.

TABLE 1. VOLUME OF RETAIL SALES SEASONALLY ADJUSTED

Index numbers of sales per week (average 1966 prices) 1966 = 100

(Sales in 1966 £ million)	All kinds of business (11,549)	Food shops (5,016)	Non-food shops Total (6,533)	Clothing and footwear shops (1,771)	Durable goods shops (1,229)	Other non-food shops (†) (3,534)
1967	101.1	100.8	101.3	100	103	101
1968	103.1	101.4	104.4	104	109	103
1969	102.4	102.1	102.7	104	104	101
1970	103.6	101.8	104.9	108	107	103
1971	103.8	99.7	107.0	110	116	102
1970 4th quarter	103.6	100.9	105.7	110	109	102
1971 1st quarter	101.8	100.0	103.1	110	111	97
2nd quarter	103.2	99.3	106.3	110	111	103
3rd quarter	104.4	99.5	108.2	110	121	103
4th quarter	105.9	100.0	110.4	111	122	106
1972 1st quarter	106.1	99.4	111.3	110	125	107
2nd quarter	108.4	100.4	114.5	114	133	108
3rd quarter	111.6	102.0	119.0	118	139	113
1972 January	106.1	98.6	111.8	110	127	107
February	106.1	99.3	111.3	108	126	108
March*	106.2	100.0	110.9	112	122	106
April	107.7	99.9	113.6	114	130	108
May	107.8	100.8	113.2	112	132	107
June*	109.4	100.5	116.2	115	137	110
July	112.4	102.9	119.7	121	139	112
August	111.8 r	102.4	118.9 r	114	142	113 r
September*	110.9	101.0	118.6	119	137	112
1972 April-June	108.4	100.4	114.5	114	133	108
July-September	111.6	102.0	119.0	118	139	113
Percentage increase	*3.0*	*1.6*	*3.9*	*4*	*5*	*4*

TABLE 2. VALUE OF RETAIL SALES SEASONALLY ADJUSTED

Index numbers of value of sales per week (current prices) 1966 = 100

(Sales in 1966 £ million)	All kinds of business (11,549)	Food shops (5,016)	Non-food shops Total (6,533)	Clothing and footwear shops (1,771)	Durable goods shops (1,229)	Other non-food shops (†) (3,534)
1967	102.8	102.6	103.0	102	104	103
1968	109.1	107.5	110.3	108	114	110
1969	114.2	114.6	113.9	113	114	114
1970	122.2	121.0	123.2	123	125	123
1971	132.7	130.7	134.2	134	143	131
1970 4th quarter	125.8	123.6	127.4	128	130	126
1971 1st quarter	125.9	125.3	126.3	130	134	122
2nd quarter	131.2	129.2	132.7	132	137	131
3rd quarter	135.1	132.7	137.0	135	150	134
4th quarter	138.7	135.7	141.0	137	152	138
1972 1st quarter	140.6	136.9	143.5	140	156	141
2nd quarter	144.0	138.3	148.4	146	165	144
3rd quarter	151.3	144.6	156.6	155	175	151
1972 January	140.0	135.4	143.5	139	158	141
February	140.6	136.9	143.5	137	157	142
March*	141.2	138.1	143.5	142	153	141
April	142.1	136.4	146.4	145	161	142
May	143.2	138.8	146.5	144	163	142
June*	146.2	139.3	151.5	149	170	146
July	150.4	142.9	156.2	157	175	149
August	151.6 r	145.8	156.1 r	150	178	151 r
September*	151.9	145.0	157.2	157	173	152
1972 April-June	144.0	138.3	148.4	146	165	144
July-September	151.3	144.6	156.6	155	175	151
Percentage increase	*5.1*	*4.6*	*5.5*	*6*	*6*	*5*

Hire purchase and other instalment credit business in September

TOTAL new instalment credit extended by finance houses and retailers amounted to £208 million in September (in seasonally adjusted terms), less than in August but more than in other months this year. The total of advances in the third quarter was £637 million, 9 per cent more than in the second quarter. The increase between the two periods was more marked in lending by retailers than in lending by finance houses: the increases were 12 per cent and 5 per cent respectively.

Retailers' sales on instalment credit terms in September were not as high as in July or August but in the third quarter as a whole they showed an 11 per cent increase over the second quarter. Sales by department stores were up in September, bringing their total increase in the third quarter to 8 per cent. Durable goods shops and other instalment credit retailers (mainly mail-order houses) recorded lower sales in September than in August but increased their turnover in the third quarter compared with the second by 10 and 13 per cent respectively.

The value of instalments still owing to finance houses and retailers increased by £40 million in September and by £122 million in the third quarter as a whole compared with £103 million in the second quarter. Of the total increase in the third quarter, finance houses accounted for £73 million and retailers for £49 million. At the end of September the total debt outstanding to finance houses and retailers was £1,907 million (*not* seasonally adjusted), 27 per cent more than a year earlier.

TABLE 1. HIRE-PURCHASE AND OTHER INSTALMENT CREDIT BUSINESS SEASONALLY ADJUSTED

£ million

	Total		Finance Houses†		Retailers‡	
	New credit extended	Increase in debt	New credit extended	Increase in debt	New credit extended	Increase in debt
1968	1,600	43	769	26	831	17
1969	1,517	−19	701	−21	816	2
1970	1,716	87	822	58	894	29
1971	2,001	244	990	165	1,011	79
1970 1st quarter	403	12	187	6	216	6
2nd quarter	423	26	204	18	219	8
3rd quarter	438	20	211	11	227	9
4th quarter	452	29	220	23	232	6
1971 1st quarter	407	4	211	19	196	−15
2nd quarter	452	33	210	8	242	25
3rd quarter	570	108	289	73	281	35
4th quarter	572	99	280	65	292	34
1972 1st quarter	558	87	267	54	291	33
2nd quarter	585	103	298	75	287	28
3rd quarter	637	122	314	73	323	49
1972 January	192	35	89	19	103	16
February	184	15	86	11	98	4
March	182	37	92	24	90	13
April	186	20	90	16	96	4
May	199	40	105	31	94	9
June	200	43	103	28	97	15
July	200	36	94	22	106	14
August	229	46	115	30	114	16
September	208	40	105	21	103	19
1972 April-June	585	103	298	75	287	28
July-Sept.	637	122	314	73	323	49
Percentage increase	9		5		12	
Debt outstanding at December 31, 1971 (unadjusted)	—	1,628	—	1,010	—	618

† Direct business only; ie excluding agreements block discounted with finance houses by retailers.
‡ Durable goods shops, department stores and 'other instalment credit retailers'. For further definitions see footnote to Table 2.

TABLE 2. RETAILERS' INSTALMENT CREDIT SALES SEASONALLY ADJUSTED

Index numbers of value of sales per week (current prices) 1966 = 100

	Total†	Durable goods shops	Department stores	Other instalment credit retailers‡
H.P. and other instalment credit sales in 1966 § £ million	(862)	(327)	(46)	(489)
1968	110	108	112	111
1969	109	100	114	114
1970	119	112	123	124
1971	132	139	145	126
1970 1st quarter	114	108	113	118
2nd quarter	118	112	123	122
3rd quarter	122	115	130	126
4th quarter	124	115	128	130
1971 1st quarter	107	121	133	95
2nd quarter	129	119	139	135
3rd quarter	144	160	156	132
4th quarter	148	158	151	141
1972 1st quarter	147	155	161	139
2nd quarter	147	160	168	136
3rd quarter	164	176	181	154
1972 January	155	160	166	151
February	149	155	158	143
March*	138	151	159	127
April	147	153	162	142
May	144	161	167	131
June*	150	165	173	137
July	162	183	173	147
August	174	179	181	169 r
September*	158	169	188	148
1972 April-June av.	147	160	168	136
July-Sept. av.	164	176	181	154
Percentage increase	11	10	8	13

† Durable goods shops, department stores and 'other instalment credit retailers'.
‡ General stores (other than department stores), general mail order houses and co-operative societies' non-durable goods departments.
§ Excluding sales against checks issued by other organisations.
The monthly periods for retailers consist of four weeks except those marked * which are of five weeks. The period covered by September 1972 sales was the five weeks from August 27, 1972 to September 30, 1972. The corresponding period in 1971 was from August 29, 1971 to October 2, 1971.

Advisory Committee of the Censuses of Production

THE Secretary of State for Trade and Industry, has authorised the appointment of a Census of Production Advisory Committee under the provisions of the Statistics of Trade Act, 1947, for a period of three years from November 1, 1972.

The Committee will advise the Business Statistics Office of the Department of Trade and Industry with regard to the annual censuses of production which the Office conducts. One of the major matters on which the Committee's advice will be sought will be the problems of adapting the censuses to meet the requirements of the European Economic Communities.

The membership of the Committee is as follows:

Mr. M. C. Fessey (chairman)	Business Statistics Office
Mr. E. R. Beecher	John Laing and Sons Ltd.
Mr. J. A. Bound	Quaker Oats Ltd.
Mr. N. W. Cullen	Tate and Lyle Refineries Ltd.
Mr. C. D. Hughes	Renold Ltd.
Mr. D. Lea	Trade Union Congress
Professor K. S. Lomax	Manchester Institute of Science
Dr. D. H. Matthews	Lyte Industries Ltd.
Dr. B. Mitchell	Business Statistics Office
Mr. E. F. Potter	British Steel Corporation
Mr. J. A. Raven	Association of British Chambers of Commerce
Mr C. E. K. Scouller	Chemical Industries Association Ltd.
Mr. A. A. Sorrell	Central Statistical Office
Mr. J. D. Wells	Department of Trade and Industry
Mr. A. Wilson	Price Waterhouse and Company.

The joint secretaries of the Committee are Miss H. G. Morgan and Mr. R. C. Woods of the Business Statistics Office, Cardiff Road, Newport (Mon).

Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually M = monthly Q = quarterly 6M = every six months.
Dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

Title	Last published
Air transport:	
aircraft noise at Heathrow and Gatwick airports (Q)	May 25 1972
civil aviation balance of payments (A)	March 16 1972
trade by air (6M)	Sept 21 1972
Balance of payments:	
quarterly figures (Q)	Sept 21 1972
trends in invisible transactions (Q)	Sept 28 1972
Bankruptcy orders (Q)	Oct 5 1972
Business names and limited partnerships (A)	Feb 10 1972
Capital expenditure:	
distributive and service trades (A)	April 28 1971
manufacturing, distributive and service industries (Q)	Oct 5 1972
Catering trades turnover (M)	Oct 12 1972
Chemicals industry activity (Q)	Sept 14 1972
Companies:	
acquisitions and mergers (Q)	Aug 10 1972
new registrations:	
Gt. Britain (M)	Oct 19 1972
N. Ireland (M)	Oct 26 1972
Computers, UK market (Q)	July 13 1972
Construction work overseas (A)	Oct 7 1971
ECGD business (Q)	Sept 28 1972
Electronic capital equipment (Q)	Aug 3 1972
Engineering industries, sales and orders (M)	Oct 26 1972
Film industry:	
British Film Fund Agency returns (M)	Oct 12 1972
cinema admissions and takings (M)	Oct 12 1972
overseas payments and earnings (A)	July 20 1972
registration of films (A)	Feb 3 1972
trends in film going (A)	Aug 19 1971
Food:	
consumption levels (6M)	July 20 1972
household consumption (Q)	Nov 2 1972
Footwear industry	
production, orders and deliveries (M)	Oct 12 1972
Foreign exchange:	
official reserves	This week
Foreign trade	
(*see also* Overseas trade of the UK)	
EFTA (Q)	March 23 1972
industrial countries' trade and production (Q)	Aug 17 1972
world exports of manufactures (A)	Sept 30 1970
Furniture orders and deliveries (M)	Oct 19 1972
Hire-purchase business (M)	This week
Industrial development certificates:	
approvals (Q)	April 27 1972
refusals (A)	July 15 1971
Industrial production:	
index numbers (M)	Oct 19 1972
N. Ireland index (M)	Nov 2 1972
Wales index (Q)	Sept 28 1972
Insurance companies, investments and assets (A)	Aug 10 1972
Investment:	
book values of overseas direct investments (every 3 years)	Sept 23 1970
industry's investment intentions (3 times a year)	Oct 19 1972
investment and earnings overseas (A)	March 23 1972
Machine tools, deliveries and orders (Q)	Aug 31 1972
Man-made fibres:	
deliveries (Q)	Aug 17 1972
production (M)	Oct 26 1972
production, quarterly analysis (Q)	Aug 17 1972
Motor industry:	
car and commercial vehicle production (M)	Nov 2 1972
estimated figures	Oct 19 1972
motor trades turnover (M)	Oct 19 1972
Office development permits (Q)	Sept 7 1972
Overseas trade of the UK:	
ECGD business (Q)	Sept 28 1972
direct exporters and credit terms (A)	April 13 1972
unit value and volume index numbers (M)	Oct 12 1972
value (M)	Oct 19 1972
value, analysis of trends (Q)	Sept 7 1972
Pension funds, investments and assets (A)	Aug 10 1972
Retail prices index (M)	Oct 26 1972
Retail trades:	
sales (M)	This week
sales, N. Ireland (M)	Nov 2 1972
stocks (M)	Oct 12 1972
Royalties, overseas transactions (A)	March 30 1972
Shipping, nationality of vessels in UK sea-borne trade (A)	Nov 2 1972
Steel consumption and stocks (Q)	Sept 21 1972
Stocks:	
distributive and service trades (A)	April 28 1971
manufacturers' and distributors' (Q)	Oct 5 1972
retail (M)	Oct 12 1972
Television, overseas payments and earnings (A)	Aug 5 1971
Textiles:	
activity in the industry (Q)	Oct 26 1972
cotton industry production (M)	Nov 2 1972
hosiery production (M)	Oct 26 1972
made-up clothing, orders and deliveries (M)	Nov 2 1972
orders and deliveries (M)	Nov 2 1972
wholesale houses' sales (M)	Oct 19 1972
wool exports (Q)	Sept 7 1972
wool output (M)	Nov 2 1972
Tourism:	
international (A)	Oct 28 1971
UK tourist traffic (M)	Oct 26 1972
Wholesale prices:	
average prices of selected commodities (A)	March 9 1972
index numbers (M)	Oct 19 1972

Dept. of Trade and Industry organisation, etc.

Subjects	Last published
British commercial representation overseas	Oct 5 1972
Business Monitor titles	Sept 21 1972
Customs notices of interest to exporters	Sept 7 1972
ECGD local offices	Oct 5 1972
Guide to DTI	Aug 31 1972
Official Receivers' offices	May 20 1970
Programme of trade promotions	Oct 19 1972
Release dates of economic statistics	Oct 26 1972

MISCELLANEOUS ADVERTISEMENTS

30p per line, minimum £1.50 payable in advance Box No. 50p
Orders for advertisements should be addressed to HM Stationery Office, Room D92, Atlantic House, Holborn Viaduct, London, EC1P 1BN
Replies to Box Numbers should be addressed to Box No.—Trade and Industry, Room D92, Atlantic House, Holborn Viaduct, London, EC1P 1BN

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd., are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for remoulding, scrap tyres for industrial purposes expertly graded to customers requirements credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue, Montague Industrial Estate, Edmonton, London, N.18. Tel: 01-807 2150.

WAREHOUSE RACKING—The latest boltless system for pallet racking or heavy duty shelving. All sizes available. Less than half price. Phone: F. Eastwood & Sons, 01-639 9493.

'FLASH' Carton Case Opener. The opening of Fireboard Cases, a task of some difficulty, time and waste, effected quickly and efficiently by the use of this simple hand tool. Also Commercial and Industrial Stapling Equipment. The Flash Carton Opener Co. Ltd., Ambleside Avenue, London, S.W.16. Tel 01-769 0308/5960.

GOVERNMENT SALES

MINISTRY OF DEFENCE

November 15-16, 1972 Miscellaneous Stores

Location: The Lido Hall, Worthy Lane, Winchester

Auctioneers: Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 03292 4211)

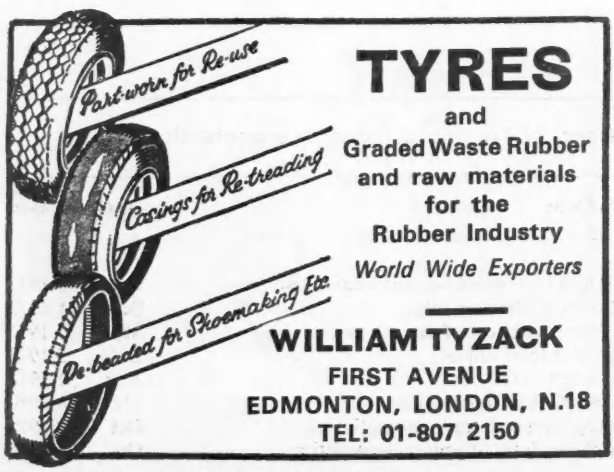
Machine tools including, various lathes; drilling and milling machines; shearing machine; bending and folding machines, etc.; blue serge trousers; canvas jackets and trousers; shoes; knee boots; 3-ton trailer; Barford '75' dumper; electric industrial truck; platform truck; drying oven; centrifugal water pumping set; sewing machines; oscilloscopes; transformers; teleprinters; signalling units; tyres and inner tubes; various oils; air hoses; engineering equipment; furniture; textiles; mixed rags, etc.

November 28, 1972 Miscellaneous Stores

Location: Central Ordnance Depot, Bicester, Oxon

Auctioneers: Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon (Tel. 08692 2073)

Clothing and textiles: Jersey pullovers; battledress trousers and blouses; kapok coats; greatcoats; khaki service dress trousers; Commando boots; scrap hessian; cotton cloth; shirts; vests; mixed rags, etc.; bivouac tents; furniture: chairs; tables; wardrobes; kitchen equipment; tyres; Vehicles and machines: Land Rover; Bedford ambulance; fork lift trucks; BTC flat top 4-wheel trailer; 4-wheeled Brockhouse Cabin Trailer; platform truck; platform stacker; cranes; platform weighing machines; pallet transporters; Coventry Climax portable fire pumps; bench drilling machines; pedestal drilling machine; bench milling machines; universal milling machine; circular saw benches; Universal woodworking machines; 200 ton hydraulic press; sanding machine; chain mortising machine; power hacksaw, etc.; 5-ton ratchet jacks; Electrical equipment: micrometers; oscilloscopes; oscillographs; transformers; generators; receivers; power transformers, etc.; tape recorders; telephone cable; electric hand lamps; solid fuel ovens; stirrup pumps and a large quantity of miscellaneous items.



TYRES
and
Graded Waste Rubber
and raw materials
for the
Rubber Industry
World Wide Exporters

WILLIAM TYZACK
FIRST AVENUE
EDMONTON, LONDON, N.18
TEL: 01-807 2150

December 7, 1972 Miscellaneous Stores

Location: Golden Lion Hotel, Stirling

Auctioneers: Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow G31 1AW (Tel. 041-554 2447)

Textiles; footwear; greatcoats; canvas sheeting and tentage; blankets; pillow slips; towels; jerseys; Arctic and foulweather coats and trousers; shorts; string vests; blue serge trousers and blouses; white paper collars; leather knee boots; industrial, electrical and electronic plant and equipment; ferrous and non-ferrous metal and scrap; MT tyres, spares; plant and equipment; paints and oils; stacking chairs; photographic materials; batteries; wireless equipment; ball and roller bearings; outboard motors; welding set; carpets and rugs; fork lift trucks; mobile crane; Land Rover station wagons; electric tractor; Commer van and other miscellaneous stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 10p (postal order only).

Sales by Tender: Machine Tools

Autos; borers; pedestal, pillar and radial drills; internal, universal and horizontal grinders; capstan, turret and centre lathes; horizontal, vertical, thread and universal millers; flypresses; shapers; sheet metal machines, etc. Located at O.S. and D.D. Branston. Permission to view on presentation of a Tender form only, available from Director of Sales Supply 6aiv, First Avenue House, London WC1V 6HE. Tenders must be returned by 10 a.m. November 21, 1972.

Pillar drills; grinders; gear generator; capstan and centre lathes; horizontal, vertical and universal millers; engraving, shaping, slotting and sheetmetal-working machines, etc. Located at Enfield, Middlesex. Permission to view on presentation of Tender form only, available from Director of Sales Supply 6aiv, First Avenue House, High Holborn, London WC1V 6HE. Two tenders which must be returned by 10 a.m. November 28 and 10 a.m. December 14, 1972.

ECGD addresses

The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL (Tel. 01-606 6699). ECGD has 20 local offices in various parts of the United Kingdom; these are listed from time to time in *Trade and Industry*.

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

THE QUEEN'S AWARD TO INDUSTRY FOR TECHNOLOGICAL INNOVATION IN AUTOMATED FEED MILLING TO SCOTTISH MECHANICAL LIGHT INDUSTRIES LTD

FEED PLANTS WITHOUT LABOUR

1969

High quality animal feeds in continuous flow production with low capital outlay and negligible running cost.

From 3 Tons/hr to 15 Tons/hr

AUTOMATED FEED MILLS LIMITED

SCOTMEC WORK, AYR, SCOTLAND
TEL. AYR (0292) 64601

QUALITY COUNTS!

independent tests
technical consultancy

YARSLEY

Ashtead 76391
Surrey

Lucyware

the first choice in guaranteed plastic housewares

Dustbins Vegetable Rack Set Swing Top Bins Mop Bucket Pedal Bin Waste Paper Bin etc. etc.

Write today for illustrated literature on all Lucyware products.

Cope Allman Plastics Limited
Fitzherbert Road, Farlington, Portsmouth
Tel. Cosham (07018) 70102

MELTON SILVER METALLISING PREPARATIONS

Complete range of silver metallising products

Finest adhesion and electrical characteristics

Metallising work undertaken

MELTON LABORATORIES
10 Towngate Place, Poole
Telephone: Poole (02013) 2044

KEF

of Maidstone

Sweepers for Industry

KEF, Tovil, Maidstone, Kent, England.
Tel: Maidstone 58361 Telex 96197.

MAUN HAND TOOLS

The best to get hold of

Manufacturers of stationers punches eyeletting tools, pliers etc.

Contractors to H.M. Stationery Office, The Ministry of Defence and the G.P.O.

MAUN INDUSTRIES LTD.
Mansfield, Notts. Telephone: 24525

ALUMINIUM HOLLOWARE

Catering equipment for hotels, canteens, restaurants, etc.

Williams (Pressings and Spinnings) **Co. Ltd.**

Crown Street,
Wolverhampton,
Staffs.
Telephone: Wolverhampton 25979

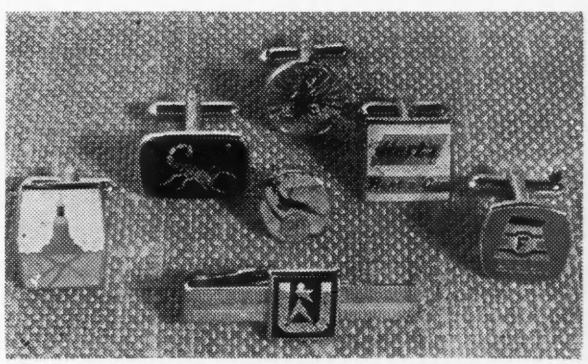
HARD ENAMEL BADGES ★ CUFF LINKS
CRESTED PEWTER TANKARDS
MEN'S WEAR ACCESSORIES

LEATHER AND PLASTIC BACKED CAR KEY FOBS

Custom made for sales promotion depicting company logos, trade marks, town crests, universities, etc.

MANHATTAN-WINDSOR GROUP
STEWARD STREET, BIRMINGHAM 18, ENGLAND

Telephone: 021-454 6404 **Telex: 338633**



Business Monitors make it easy to get the facts about your industry. But before we can give you the facts there's something we have to know.

Please send me full details of Business Monitors.

Name _____

Company _____

Address _____

_____

Department of Trade and Industry, Room 306,
Gaywood House, Great Peter St, London SW1P 3LW.

With the help of Business Monitors you can compare the performance of your own firm with that of your industry as a whole.

They contain the latest statistics about a very wide range of topics.

You can see which product sales are expanding and providing market opportunities.

And in many cases you can see what is happening to competing products, and follow the experience of industries you supply or that supply you.

You'll find Monitors can be an invaluable aid in effective marketing and planning. You simply order the titles you want, and pay by annual subscription.

The four series that are published monthly, quarterly or annually are Production, Service and Distributive, Civil Aviation, and Miscellaneous.

Each series breaks down into sub groups of information which can be ordered separately. They are constantly being updated so when you return the coupon, we'll send you the latest list and order form.

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, EC1P 1BN, for the Department of Trade and Industry, 1 Victoria Street, London, SW1H 0ET. Printed by The Garden City Press Limited, Pixmore Avenue, Letchworth, Herts, SG6 1JS.
SBN 11 721928 2